



600 54th Ave, St. Cloud, MN 56303
(320) 252-8200 | www.dciinc.com

POSITION: Director of Sales - Life Sciences
ACCOUNTABLE TO: VP Sales and Marketing
SUPERVISES: Regional Sales Managers – Life Sciences
Inside Sales Coordinator – Life Sciences
DEPARTMENT: Sales

PRIMARY OBJECTIVE OF POSITION

Position focus is on sales and business development for DCI, Inc.'s (DCI) and DCI-Biolafitte, llc's (DBL) Life Sciences products and services. Help plan and implement sales goals and objectives set by DCI, Inc. and DBL Board of Directors.

POSITION RESPONSIBILITIES

Business Development

1. Develop plans to meet or exceed sales goals and objectives for DCI and DBL Life Sciences products and services.
2. Facilitate the implementation of the sales plan through the Identification of potential customers in the DCI and DBL Life Sciences' target markets.
3. Complete appropriate research on the prospective customer's business and equipment needs
4. Develop relationships with prospective customers, while maintaining existing customer relationships
5. Work closely with prospective customers, Regional Sales Manager(s), and Inside Sales Coordinator(s) to help understand customer's business objectives and matching these objectives to targeted Life Sciences' solutions.
6. Partner with Regional Sales Manager(s) to create successful proposals for current and prospective customers.
7. Communicate effectively with customers, design and engineering team, and production team, and others within the company to ensure that customer objectives, product and service needs, and other requirements are fully understood and are being met.
8. Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news
9. Determine issues interfering with the successful implementation of the Sales plan and outline solutions to overcome such issues.
10. Contribute to the development and refinement of Company's vision and strategy in regards to Life Science products and services.

A FAMILY OF COMPANIES





600 54th Ave, St. Cloud, MN 56303
(320) 252-8200 | www.dciinc.com

Sales Management

1. Direct and manage the lead generation, quotation, negotiation, and closing of sales for major customers, engineering firms and/or other equipment manufacturers/suppliers.
2. Assist inside engineering and sales personnel with quotations and existing orders, as necessary.
3. Work with DCI and DBL establish effective solutions to customers' needs, while maintaining the integrity of Life Sciences products and services.
4. Supervise, train, coach, and motivate Life Sciences sales team personnel.
5. Help determine and recommend staffing needs for Life Sciences sales team.
6. Evaluates individual productivity and performance of Life Sciences sales team staff.
7. Facilitates team and customer meetings as necessary.
8. Hosts and facilitate customer visits, as needed.

Technical Sales

1. Analyze User Requirement Specifications (technical and contractual) from customers.
2. Develop and lead presentations regarding Life Sciences products and services for customers, outside engineering firms, Regional Sales Managers, distributors.
3. Prepare sales proposals with related documentation, including estimating and pricing for established & prospective customers based on the customers stated needs according to DCI's and DBL's current requirements, policies, and procedures for assigned customers, as necessary.
4. Negotiates and closes sales project with customer and relays information necessary for manufacturing process.
5. Establishes preliminary process design, technical specifications, and P & ID's of proposed equipment.
6. Analyze established & prospective customers' future sales potential.

Other Duties and Expectations

1. Performs other duties as assigned.
2. Keep current on applicable product enhancements, which occur in the industry.
3. Ability to spend up to 50% of time in the main office.
4. Ability to travel for business needs may exceed 50% of time.
5. Attend trade shows, industry association meetings, seminars, conferences, and etc. as necessary or assigned.

QUALIFICATIONS

1. BS in Engineering (Biology, Biochemical, Mechanical Engineering with Biotech specialization), or related field.
2. 4 – 5 years experience in pharmaceutical (aseptic processes) or biotechnology industries. Experience in fermentation or cell cultivation desired.
3. Knowledge of Biological and Pharmaceutical standards and regulations (cGMP, IQ/OQ, ASME-BPE, FDA validation)
4. An aptitude for accuracy, attention to detail, ability to work independently, and capable of multi-tasking.
5. Ability to communicate effectively orally and in writing.
6. Ability to project a positive and professional image to coworkers, vendors, established and prospective customers.
7. Basic knowledge of French language a plus.

A FAMILY OF COMPANIES

