



Global Technical Sales –Neuroscience

Job 2018-03

Plexon Inc (www.plexon.com) is a pioneer and leading innovator of custom, high performance electrophysiology, data acquisition, and video tracking and software analysis solutions specifically designed for neuroscience research. Our equipment and solutions lay the foundation for work performed around the globe in areas including basic science, brain-machine interfaces (BMI), neurodegenerative diseases, addictive behaviors and neuroprosthetics. Our customers represent some of the most exciting domestic and international academic facilities, research hospitals, pharmaceutical companies, and governmental laboratories.

Plexon is growing and as an important part of our strategic plan, we are expanding our product lines and sales force. We seek motivated and outgoing persons to work with potential and existing customers via personal visits, conferences, telephone, email, and other appropriate channels to address software and hardware needs in their neuroscience research laboratories. No previous sales experience necessary. We will train you.

KEY RESPONSIBILITIES:

- Conduct global activities involved in prospecting leads, quoting, closing sales, and post-sale support.
- Meet personal, regional, and corporate sales goals.
- Assist management in drafting market and sales plans.
- Become expert in Plexon's product lines so that you can operate, explain, sell, install, and troubleshoot them.
- Exhibit the products at relevant trade shows around the world.
- Represent Plexon customers at internal Plexon meetings, discussions, and design reviews.
- Keep abreast of developments in the neuroscience research markets.

REQUIRED TECHNICAL SKILLS AND EXPERIENCE:

- Master's or equivalent experience in neuroscience, psychology, biomedical engineering (BME), or similar fields.
- Experience using neuroscience software and equipment in a laboratory environment.
- Hands-on practical experience designing, constructing, and /or modifying experimental setups to enable meaningful trials.
- Demonstrated ability to work with talented investigators in a research field.
- Citizenship, documentation, and inclination allowing travel both within and outside of the USA.
- Excellent written and verbal communications skills in English.
- Excellent teamwork and interpersonal skills.
- Proficiency in Microsoft Office applications – Word, Excel, PowerPoint.

REQUIRED PERSONAL SKILLS:

- Goal –oriented.
- Creates and executes own plans to reach personal and corporate goals.
- Customer- and service-oriented.
- Self-motivated, detail oriented, and organized.
- Strong desire to learn new technologies.
- Comfort with and willingness to travel up to 75% of the time – largely domestic.

DESIRED (BUT NOT REQUIRED) SKILLS:

- Doctorate or equivalent experience in bioengineering, biology, chemistry, electrophysiology, behavioral neuroscience, behavioral psychology, electrical engineering or similar fields.
- Laboratory experience with Plexon hardware and/or software.
- Experience using electrophysiology hardware and software in a laboratory environment.
- Experience using video tracking and analysis software and equipment in a laboratory environment.
- Programming experience using languages such as C++, MATLAB, or Python in practical applications.

This is a full-time exempt position. Plexon offers competitive base compensation and sales incentives, an excellent benefits package, and a great working environment. We are located in Dallas, Texas, USA. Relocation assistance is available.

Principals only, please. No visa sponsorship.

Plexon is an Equal Opportunity Employer.

Resumes or CVs only please to:

jobs@plexon.com