

## Company Introduction

Sino Biological is an internationally recognized reagent supplier and contract research organization. Sino Biological's core technology platform is its in-house developed mammalian cell-based recombinant expression system. The system employs a range of proprietary reagents and processes, enabling high-efficient production of antigens and antibodies. The current catalog includes 10,000+ recombinant antigens, along with 2,000+ unique clones of monoclonal antibodies. Sino Biological is dedicated to support SARS-COV-2 research. The company's antibodies and antigens have been widely used to manufacture rapid antigen and antibody tests. Many of them have received the EUA from the FDA.

Sino Biological's manufacturing facility is in Beijing, China, while its US headquarter is in the greater Philadelphia area. The company is undergoing a major expansion. There are multiple sales positions available.

### 1. Job Title: Sales Associate/Manager (California II)

Location: San Diego

Territory: Bio-industry clients in southern California

### 2. Job Title: Sales Associate/Manager (California III)

Location: San Francisco, San Diego, or Los Angeles

Territory: Academic labs in the state of California

### 3. Job Title: Sales Associate/Manager (Great Lake)

Location: Chicago (IL), Madison (WI), or other locations in the states of IL, WI, OH, MI, IN and/or MN

Territory: The states of IL, WI, OH, MI, IN, and MN

## Job Description:

The individual will be a member of the sales team. The primary responsibility will be:

- Sell products and services in the territory through customer facing visits, presentations, phone calls, and e-mails;
- Work with the director of sales to develop and execute a territory sales plan;
- Work with the technical account manager to provide support to customers;
- Work collaboratively with the inside sales, product development team, and marketing team;
- Attend trade shows (local and national), and other networking events as necessary;

## Requirement:

- US citizen or Permanent resident is preferred but not required;
- A BS/MS/Ph.D. degree from a biomedical discipline is preferred but not required
- Lab research experience is preferred for CAIII and Great Lake sales positions, but it's not required;

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**Sino Biological US Inc.**

- Have a good understanding of biologic research, drug discovery, and diagnostics field, and the relevant technologies, products, and services;
- Sales experience is preferred but not required;
- Ability to learn fast;
- Willingness to learn new technologies;
- Ability to work independently;
- Strong Communication Skills;

Job type: Full-time

Salary: Base salary plus bonus based on qualifications

Bonus: Based on sales target

Benefits: Health insurance, Dental and vision insurance, Retirement plan

Please contact the HR department  
[careers@sinobiological.com](mailto:careers@sinobiological.com)