



We think you're awesome – Join our Team!



Inside Sales Representative

CELLTREAT Scientific Products is a supplier of laboratory products for the Life Science industry. Our strong focus on our customers, team, and values creates a fun and rewarding work-hard/play-hard environment. Come see what the Green Team has to offer; you're going to love working here!

What you can expect:

- Team members who “get it done” are appreciated, recognized, and rewarded.
- Learn new skills, build your experience, and grow with the company.
- Share the prize – bonuses, employee lunches, activities, recognition programs, and more!

The **Inside Sales Representative** will be responsible for identifying and generating leads, managing customer relationships, achieving sales targets, and maintaining high levels of customer satisfaction. This position would assist the outside sales team, as well as having responsibility for accounts.

Responsibilities

- Proactively identify and pursue new sales opportunities through calls, emails, and online outreach.
- Respond to inbound inquiries and qualify leads to determine customer needs.
- Develop and maintain strong relationships with existing and prospective customers.
- Present products and services effectively, highlighting value and benefits.
- Prepare and deliver quotes, proposals, and sales orders accurately and timely.
- Achieve or exceed monthly and quarterly sales targets.
- Maintain accurate records of customer interactions and sales activity in CRM systems.
- Collaborate with outside sales, customer service, and operations teams to ensure customer satisfaction.
- Follow up on leads, quotes, and customer requests to close sales opportunities.

Education and Experience

- High school diploma required, bachelor's degree in business, Marketing, or a related field preferred
- Knowledge of and/or experience in the Life Sciences field is a strong advantage
- Proven experience in inside sales or account management

Skills

- Ability to make up to 50 calls daily
- Proficiency with CRM software and Microsoft Office Suite, especially Excel
- Exceptional communication, negotiation, and interpersonal skills
- Ability to multitask and work effectively in a fast-paced environment
- Self-motivated, with a results-driven mindset
- High level of organization and attention to detail

Work Environment

- Full-time position, on-site in our Ayer, MA facility.
- Periodic travel to field offices, customer sites, or attend various trade shows (less than 10%).

To Apply: Submit resume and letter of interest to Dixie Lockwood at dixiel@celltreat.com