



Automated Live Cell Imaging & Analytics

Thrive Bioscience, Inc. | 100 Cummings Center, Suite 306P | Beverly, Massachusetts 01970 USA

Thrive Bioscience, Inc. – Technical Sales Specialist, Live Cell Imaging (West Coast)

Job Title: Technical Sales Specialist, Live Cell Imaging (West Coast)

Manager: Chief Commercial Officer

Territory: West Coast, including California, Washington, Oregon, BC

Location: Remote. Requires regular visits to company headquarters in Beverly, Massachusetts. Location in either Bay Area or San Diego area is required.

Compensation: Salary commensurate with experience, track record, education, and location; uncapped variable compensation; stock options, and excellent benefits.

Travel: 30%-50% expected for customer visits, company meetings, trade shows.

Contact: careers@thrivebio.com

Position Description:

Responsible for Thrive Bioscience's sales activities in the western U.S. This is a hunter sales role focused on the development of prospects and customers for Thrive's innovative live cell imaging platforms. The position's principal responsibilities include:

- Develop a robust sales pipeline by identifying and cultivating new labs, accounts and KOL's.
- Establish strong customer relationships, both at the lab bench AND director level or higher.
- Achieve/exceed sales targets.
- Strong technical understanding of customer requirements and applications, and ability to articulate value propositions.
- Disciplined CRM compliance for prospect entries, forecasting, won/lost performance, and overall analysis of the territory sales funnel.
- Effectively provide demonstrations of the instruments in conjunction with our technical experts, make compelling presentations and be able to communicate with researchers and managers.
- Ability to travel as required for trade shows, customer visits, and company meetings.

Required Qualifications:

- Experience and ability selling newly introduced, innovative instruments and finding customers for those products.
- Strong life sciences background, in both education and applied experience.
- Experience in cell biology, cell culture and/or live cell imaging.
- 5+ years of instrument sales experience.
- Proven track record of meeting/exceeding sales targets.
- Ability to utilize a consultative sales approach to develop and close opportunities.
- Highly motivated, self-starter who can work in an early-stage company.
- Skilled in providing product demonstrations, video conferencing, cold calling, and using CRMs, spreadsheets, PowerPoint, and Word.



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Thrive Bioscience, Inc. – Technical Sales Specialist, Live Cell Imaging (West Coast) *(continued)*

Desired Qualifications:

- Experience selling instruments with significant software content.
- Demonstrated performance in meeting sales objectives and a strong commitment to the customer.
- Advanced degree in life sciences or in the sciences is a strong plus.
- Well networked in life science/biotech research community.

About Thrive Bioscience:

Thrive Bioscience (thrivebio.com), located in the Greater Boston Area, manufactures and sells to researchers a family of products and extensive software that provide previously unavailable automated live cell imaging, analytics, and automation for basic research, drug discovery/development, and cell-based medicine. Thrive's customers, which are almost entirely from industry, are making breakthrough insights and solving problems that others could not.

Thrive's innovative instruments combine many fields, including image processing, analytics, microscopy, robotics to enable its customers to automatically capture and build databases of terabytes of high-resolution images and data. The principal markets are drug discovery, drug development, regenerative medicine, basic research, and infectious disease research.

Thrive's principal products are currently the CellAssist, a bench top instrument for imaging and analysis of live cells and the CellAssist 50, which combines the CellAssist with a 50-plate automated incubator. Thrive also promotes additional products related to live cell biology. The company was founded in 2014, has financial backing from leading industry veterans and investors, has a portfolio of 96 patent applications, of which 34 have been issued.

All qualified applicants will receive consideration for employment without regard to race, creed, religion, color, national or ethnic origin, citizenship, sex, sexual orientation, gender identity and expression, genetic information, veteran status, age or disability status.

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