



# PRECISION FOR WELL-BEING



Ginolis is a global systems supplier that specializes in developing and providing high precision liquid handling and automation solutions for the diagnostic and MedTech industries. The company's desktop robotic platforms are characterized by high precision and modularity. Ginolis is privileged to work in co-operation with many of the world's leading diagnostic companies.

Established in 2010, Ginolis is privately owned and headquartered in Oulu, Finland, with subsidiaries in Uppsala, Sweden and San Diego, USA.

## **Boston Area Salesperson**

We are looking for a Salesperson to join our Ginolis Inc. team in Boston area.

### Responsibilities

- Prepare and execute a business plan and budget according to corporate sales strategies
- Generate profitable sales for accounts and reach the company's sales target
- Develop customer relationship, understand customer needs and identify new sales opportunities within existing accounts
- Actively developing new accounts
- Preparing quotations and technical proposals together with relevant team members
- Hand-over purchase orders from sales to operations
- Interact and coordinate with other staff members working on the same account
- Meet time deadlines for accounts with regular communication
- Manage and solve conflicts with clients
- Support sales activities of other group companies, distributors and partners
- Recognize and communicate internally market needs for new products or solutions
- Readiness to travel as required
- Assist in developing the annual marketing and sales plans
- Build sales pipeline for new business opportunities

### Qualifications

- Bachelor's Degree or equivalent experience
- Previous experience in automation / technical sales
- Previous industry experience within territory
- Existing relationships at target medical diagnostic accounts within territory

For further information please contact [michael.severino@ginolis.com](mailto:michael.severino@ginolis.com).

Please submit your application, CV with references and salary expectations to [recruitment@ginolis.com](mailto:recruitment@ginolis.com) by January 15, 2020.



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