



## **Full-Time Position**

(Must have all necessary permits to work in the U.S.)

## **About Pinnacle**

Pinnacle Technology Inc. is Lawrence company founded in 1995. Our mission is to develop, manufacture, and market leading-edge laboratory research instruments and software for the biomedical research field. We specialize in wireless, web-enabled, sensor conditioning, data acquisition, and biotechnology products. Our tools simplify measurement, reduce cost, and enable new research. Our products are used in drug discovery and development, medical device development, and for government and academic research. We use grant funding for much of our Research and Development work. Currently, our sales are about 60% U.S. and 40% international. Pinnacle is ISO 9001:2008 compliant.

## **Sales Consultant**

We are looking for someone with a strong technical background to sell neurological data acquisition systems to the preclinical market. You need to have a solid neuroscience/biology/chemistry/biomedical engineering background and enjoy talking to people. Your customers will be MD's/Ph.D.'s from universities, pharma, research hospitals, and government laboratories worldwide. We will train you in consultative sales (how we can best meet the needs of the customer). Duties include account management; account penetration; participation in the development of new products; developing relationships with customers; conducting presentations and demonstrations of company products and capabilities; developing proposals and quotation; representing the company at national and international trade shows; and, overall, to promote the company's customer-oriented culture through positive, ongoing relationships and activities.

### **Requirements**

- Strong interpersonal and communication skills, both written and oral
- Excellent organization, communication, and time management skills
- Ability to understand and adapt to customers' changing needs
- Good listening skills