

Microscopy - International Sales Manager

Ted Pella, Inc. is a worldwide leader in the microscopy supplies and specimen preparation instrumentation field. We are seeking a Microscopy – International Sales Manager to plan, direct and coordinate global sales and marketing activities. This is an excellent opportunity for a self-motivated individual to join our team and make a difference in our dynamic, growing organization.

Job Description

- Responsible for sales & profit growth of international sales
- Works with dealers, existing and prospective.
- Manages dealer relationships
- Sets and manages sales goals
- Establishes and maintains dealer contracts
- Works with the VP Marketing & Sales to plan marketing campaigns
- Travel to shows, help with booth set up and tear down for domestic and international shows to represent the company there.
- Reports to VP of Marketing & Sales

Job Qualifications

- The candidate must have **on the job lab experience in the electron microscopy field** of at least 3 years.
- Demonstrated international sales & marketing experience.
- Bachelor's Degree in the Sciences from a 4-year college is required.
- Comfort level with domestic and international travel
- Experience working with dealers.
- Speak and write fluent English; the ideal candidate will also be fluent in a second language.
- The ideal candidate will have an understanding of the export sales process
- Ability to work independently and prioritize responsibly.
- Prior personnel management with the ability to motivate others is desired.
- Excellent verbal and written communication skills.
- Excellent interpersonal skills collaborating with co-workers and clients.
- Must have strong problem diagnosis and solving skills.
- Ability to communicate in the English language fluently for writing and speaking.
- Proficiency with PC MS Office (Word, Excel, PowerPoint, Outlook).
- Includes 25% travel.
- This position is a full time “on-site” position located in Redding, CA.
- Must submit to and pass a drug test and background check.
- Must be a U.S. citizen or permanent resident with authorization to work in the U.S.

Salary/Benefits

Salary is commensurate with experience. This position includes Medical and Dental Insurance, a 401(k) plan, paid vacation, personal time, and holidays.

About The Company

Ted Pella, Inc. has been serving the global microscopy community with instrumentation and supplies for 48 years. We sell to the entire USA and all around the world both directly and through a large distributor network. We are situated in Redding, CA, an area well-known for recreation: Hiking, boating, biking, snow sports and fishing. We have a National Park, the second-largest reservoir in the USA and plenty of lakes and streams nearby. Visit our web site to learn more about the company at <http://www.tedpella.com>.

Ted Pella, Inc. is an equal opportunity employer, and does not discriminate regardless of race, color, sex, religion, age, sexual orientation, national origin, ancestry, disability, medical condition, political affiliation or belief, or marital status.

To apply please send your resume to: human_resources@tedpella.com.