



IC Biomedical Job Description

Job Title: Channel Manager (Remote Position)

IC Biomedical, LLC was created by merging two existing cryogenic businesses to form a market leading manufacturer of cryogenic stainless steel and aluminum storage freezers, dewars and shippers used to store biological specimens. The business has a 50-year legacy of supplying high quality products to the demanding global biomedical research and development, healthcare, biorepository, pharmaceutical, biotechnology, IVF and animal breeding markets.

Job Summary

The Channel Manager will be responsible for the company's commercial engagement with major distributors of laboratory equipment. This position will be responsible for managing the strategic relationship, developing ongoing commercial programs and growing share with these businesses. The successful candidate will have a well-developed communications skill and demonstrate exceptional collaboration with cross-functional stakeholders to develop practical solutions to ensure uninterrupted. Additionally, the candidate will have experience in calling on distributors such as Thermo Fisher, VWR, and Thomas Scientific with documented success in developing relationships that grew share.

Essential Duties & Responsibilities to Include:

- Responsible for strategic business development of reference for the life science business account.
- Will work with applicable personnel on execution of strategic and tactical plans for securing orders to include our Sales, Marketing team.
- Responsible for developing strong account relationships at an executive level for the purpose of growing sales.
- Develops a business plan for each product, monitors and reports progress and implements tactics to exceed expectations.
- Develop strong, collaborative relationships with IC Biomedical's existing and future distributor network across the US markets to identify opportunities.
- Identify cross-selling and cross-marketing opportunities.
- Monitor driven activity and industry trends, creating competitive solutions.

Qualifications

- Demonstrable experience creating and driving sales and marketing plans.
- Success meeting or exceeding sales targets in a business environment.
- Maintain intensity and continually strive to increase contract penetration coverage.
- Must have good communications skills both verbal & written and presentations.

Education and Experience

- Bachelor's degree in business, Science, Marketing and / or related experience
- Minimum of 5 years proven sales record
- Proven success in managing large accounts and segments of the business.
- Strong track record of building relationships internally and using company resources to achieve objectives.
- Ability to travel 25% (Domestic)

Safety

- Follow all PPE and safety rules.
- Promote a safe and healthy work environment.
- Ensure compliance with all regulatory and company policies and procedures.
- Demonstrate respect, dignity, kindness, and empathy in each encounter with customers, visitors, and other employees.

This is a Remote position, may be asked to come to the plant location as needed.

Location: ICB Plant at 1031 Cass White Road Cartersville

IC Biomedical is an equal employment employer.

Internal Notes:

Base Pay \$80- \$85k

Base plus a commission plan