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Job Title: Sales Account Manager, Reagents

At List Labs, our mission is to *“harness bacteria’s potential for a healthier world.”* We are a premier contract development and manufacturing organization (CDMO) specializing in bacterial-derived products for early clinical trials, including live biotherapeutic products from the rapidly growing microbiome field. Our expertise also includes the production of native and recombinant bacterial proteins and toxins for research and development.

We offer a dynamic, collaborative environment where innovation thrives, and employees are empowered to make a meaningful impact.

Position Overview

We are seeking a driven and technically savvy **Sales Account Manager, Reagents**, to accelerate growth across List Labs’ reagent product portfolio. This role is instrumental in expanding market share, acquiring new customers, and deepening engagement with researchers and organizations working in academic, biotech, pharmaceutical, clinical, and industrial settings.

This individual contributor role blends strategic account management with hands-on commercial execution. The ideal candidate brings strong technical understanding of reagent applications, experience selling into scientific markets, and the ability to translate customer needs into actionable commercial opportunities. You will play a key role in driving revenue, strengthening customer partnerships, and advancing List Labs’ mission.

Key Responsibilities

- Develop and execute sales plans to achieve revenue goals and revenue growth.
- Identify new business opportunities with academic, biotech, pharmaceutical, clinical, and industrial segments.
- Drive growth by acquiring new customers / new accounts and expanding market penetration within existing accounts.
- Develop a deep understanding of customer dynamics and market trends to identify opportunities, uncover barriers, and drive actionable insights.
- Serve as the primary point of contact for key accounts, distributors, and channel partners.
- Build strong relationships with laboratory managers, procurement teams, scientists, and technical stakeholders.
- Organize and host product webinars and technical presentations for customers and distributors.
- Conduct regular customer visits and attend relevant trade shows.
- Maintain deep knowledge of reagent products.
- Collaborate with product management to relay customer feedback and market insights.
- Analyze market trends, competitive activity, and customer needs to inform sales strategy.
- Prepare accurate sales forecasts, pipeline reports, and account plans.

- Support marketing campaigns, trade show events, and product launches.
- Effectively manage and maintain customer and account information, along with a clean, organized sales opportunities pipeline, tasks, and collaborative efforts within our CRM system.

Qualifications and Experience

- BS Degree in Life Sciences, Chemistry, Biology, Biochemistry or related field.
- 5+ years of sales experience in reagents, consumables, diagnostics, or related scientific products.
- Specialized knowledge of scientific principles and methods related and relevant to job.
- Experience with customer relationship management CRM software such as Salesforce software is desirable.

Knowledge, Skills, and Abilities

- Strong technical understanding of the company's products and their applications.
- Strong understanding of scientific terminology and lab techniques.
- Experience with sales automation and CRM tools.
- Good team player with ability to work in a fast-paced environment with a hands-on approach and demonstrated ability to multi-task and think creatively.
- Excellent analytical, organizational and problem-solving skills.
- Strong presentation and communication skills to support preparation and delivery of presentation slide decks, blogs, and customer communications.
- Strong interpersonal and communication skills, with the ability to work collaboratively with cross-functional teams.
- A customer centric mindset to provide the best possible experience to our customers.
- Proficiency in accounting software (e.g., NetSuite, SAP) and Microsoft Office Suite, particularly Excel and PowerPoint.

Physical Requirements

- Ability to work in an office environment with extensive use of computers and telephone.
- Manual dexterity to efficiently operate a computer keyboard and other business machines.
- Vision is sufficient to read written communications and computer display screens.
- Adequate hearing to communicate effectively in person and by phone.
- Ability to travel regionally or nationally as required.
- Occasional lifting and carrying of materials such as promotional items, marketing materials, or equipment weighing up to 20 pounds.
- While performing the duties of this job, the incumbent may be regularly required to stand, sit, talk, hear, reach, stoop, kneel, climb and use hands and fingers to operate a computer, keyboard, and telephone; reach with hands and arms.

Compensation and Benefits

- The anticipated base salary range for this position is \$110,000 - \$135,000 + sales bonus per year based on a variety of factors, including but not limited to, internal equity, experience, education, specialization, skills, abilities, and training relevant to the role.
- The title may be assessed one level lower or higher, accordingly.
- Benefits include medical, vision, dental, vision, and group-term life insurance, 401(k) retirement plan with a 4% employer match, vacation, and holidays.
- The above salary range represents the Company's good faith and reasonable estimate of the range of possible compensation at the time of posting.

Why Join Us?

- Be part of a mission-driven organization at the forefront of microbiome-based therapeutics and biologics manufacturing.
- Opportunity to make a direct, measurable impact on company growth.
- Collaborate with a passionate team in a dynamic, growth-oriented environment.
- Competitive compensation and benefits.

Ready to Make an Impact?

If you are a motivated sales professional with a passion for scientific products and customer success, we'd love to hear from you!

Apply Today: applicant@listlabs.com