



UNITED SCIENCE
www.unitedscience.com



United Science Technical Sales Engineer

United Science is the premier B2B provider of highly engineered technology for sustainable processing of natural sources into ingredient, pharmaceuticals, and biopharmaceuticals. The company manufactures supercritical CO₂ separation technology including distillation, chromatography, bulk extractions, filtration, and drug delivery production systems. As a result, we provide our customers with comprehensive solutions including leading-edge extraction technology, professional engineering services, and technical consulting for all phases of development.

The company focuses on large regulated market segments that are growing at double-digit growth rates. A strong customer focus has led us to continually produce new engineered technology products that enable full technology and systems selling to target clients. Our technology has the lowest operating cost and is by far the most environmentally sound technology on the market.

We are looking for sales engineers with strong technical backgrounds and with a history of prospecting and closing performance. Move your career to the next level representing a pioneering equipment manufacturer of all-things extraction & separation with global demand and wide-ranging applications.

In this sales role, we seek individuals with outstanding motivation, organizational, and people skills. We expect you to be an excellent communicator who understands customer needs and the value of your product. Those with military experience are highly encouraged to apply.

Responsibilities include:

- Using our systems and technology to aid in prospecting, follow up, and documentation.
- Able to memorize and speak about features and benefits for systems, services and equipment.

- Clearly articulate technical capabilities and give technical demonstrations.
- Actively prospect for new target accounts.
- Follow up on leads for new accounts from demand generation programs.
- Build and manage a pipeline that supports quota achievement.
- Manage each sales opportunity from prospect to close.
- Lead cross-functional teams in a team selling environment to ensure customer success.
- Maximize the lifetime value of key accounts through professional account management.
- Participate in trade shows, jam sessions, and other sales events as opportunities present.

Other qualifications:

- Proficient in MS Office; familiarity with the use of a CRM platform is a plus.
- Excellent communication skills.
- Organizational and leadership ability.
- Problem-solving aptitude.
- BSc/BA in engineering, science, or a related field.

Base pay plus commission based on recognized sales. We offer life, health, dental, HSA, and 401k with match up to 4% plus accruing paid time off (subject to eligibility requirements).

Our facilities are located in Osceola, WI. Occasional to frequent travel will be a necessity.

Please include resumé with a cover letter to introduce yourself, email to jobs@extraktlab.com.