



**Nicoya Lifesciences Inc** ([www.nicoyalife.com](http://www.nicoyalife.com))

**Title:** North America Based Sales Agents

**Description:**

Nicoya Lifesciences is a team of engineers and scientists with extensive experience working at the forefront of nanotechnology, biochemistry, and optical sensors. We are based in Waterloo, Ontario - known as Canada's Silicon Valley. Our mission is to bring high quality sensor products with unique, innovative designs to market to solve some of the world's most important problems. Our first product, OpenSPR, is a scientific instrument for the biotechnology research and development industry. It provides detailed information on molecular interactions, such as on rate, off rate, and affinity, using localized surface plasmon resonance (LSPR). Using patent-pending sensor technology, OpenSPR is 10X less expensive than most SPR solutions, providing high quality data in a compact, easy to use format. OpenSPR will disrupt an industry that has been primarily dominated by expensive and complex instrumentation, allowing all scientists access to this important technique. OpenSPR will help drive the next generation of lifescience breakthroughs.

We are looking for energetic and driven independent sales agents, agencies, and distributors in the United States and Canada to represent Nicoya's OpenSPR products. Sales professionals should have experience selling technical, scientific equipment to academic labs, government labs, and businesses in the biotechnology space in the following territories:

**Territories:**

- Western Canada (BC, Alberta)
- Eastern Ontario/Quebec
- California (Bay Area, San Diego, LA)
- Texas
- New York
- Massachusetts
- North Carolina
- Philadelphia
- Illinois
- Pennsylvania

**Duties:**

- Generate awareness and new leads for the OpenSPR product in the defined territory
- Aggressively work through entire sales process from lead generation to close
- Achieve quarterly and annual sales targets as established jointly with Nicoya
- Demonstrate the product through on-site visits and presentations with potential customers
- Provide in-person training and application support to users
- Attend relevant product shows, conferences and meetings in territory
- Research and evaluate new markets and business opportunities

**Desired Skills and Experience:**

- Excellent communication and customer relation skills
- Experience selling scientific instruments into the biotechnology space (academic, government, and industry)
- Solid track record of executing on plans and achieving sales targets
- Knowledge of research grants and requirements
- Able to operate with little direction and supervision
- Hard working, enthusiastic, and outgoing
- Previous research experience in a related field is a plus

**How to Apply:**

- Please submit your resume and cover letter via email to [careers@nicoyalife.com](mailto:careers@nicoyalife.com). Please indicate territory of interest.