

## **RadioChemistry Technical Sales Associate**

Curachem, Inc. ([www.curachem.com](http://www.curachem.com)) based in Korea is committed to the custom synthesis of radiolabeled pharmaceuticals and agrochemicals to be used in both non-clinical and clinical research. Our customers include top pharmaceutical and biotechnology companies that span the globe. While we are located in Korea (outside of Seoul), our customer base is largely in Japan, the U.S. and Europe.

We have an opening for a **RadioChemistry Technical Sales Associate** to manage accounts with our current customers while expanding our total customer list. The person will operate from their home-based office.

We have two openings, one Specialist to cover the Eastern US Coastline, the second to cover the West Coast region. Optimal locations to be situated are Boston and the San Francisco Area, but candidates near these regions will be given strong consideration

### **General Job Duties:**

- Answer incoming sales and customer service calls, including providing product information and quotes to the customers from a home-based office
- Inform customer of unit prices, ship date, lead times/delivery information, etc.
- Obtain quotes from the central office and relay these to the customer.
- Perform customer site visits and maintain strong, trust-based client relationship
- Identify and create new customer relationships, identify key decision makers within a company
- Resolve customer issues including shipping delays, product complaints, etc.
- Knowledgeable with Good Manufacturing Practices, Good Clinical Practices, Good Laboratory Practices and any relevant regional or national guidance that oversees the quality of the products to ensure its suitability for its intended purpose

### **Minimum education and experience required:**

- A four-year college degree in chemistry, or related discipline with a proven competency in communicating in terms of organic and radio-organic chemistry

### **Preferred**

- At least one-year experience interacting with customers and/or work in the pharmaceutical or biotechnology industry
- M.S. degree in Chemistry
- Korean as a first or second language (not a requirement)

### **Abilities and skills required:**

- Communicate professionally with customers including identifying and fulfilling their needs and resolving any issues.
- Communicate effectively with peers and management (in Korea, English Language but Korean speaking capability a plus). Proven flexibility and ability to work independently.
- Understanding of radioactivity and its use in clinical and non clinical pharmaceutical metabolism studies
- Skilled at communicating basic chemical names and understanding of principles of organic synthesis
- Strong reasoning skills
- Willingness to travel and clean driving record.

#### **Computer skills:**

- Proficiency in Excel and Word. As a sales agent, you should also be able to identify and maintain social media outlets to promote the brand and Curachem's services

#### **Compensation**

Salary will be highly commission based on top of base salary. Commission rates and salary are negotiable.

#### **Work Hours**

You will be expected to work a minimum of 20 hrs per week and be quickly in reach by email or telephone to respond to our customers during normal working hours. You will be expected at times to work non-standard hours to fulfill customer timelines.

You will work from home, but be expected to have personal transportation to make client visits and attend relevant conferences.

We are an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.