



## Behavioral Neuroscience Sales Specialist

*Department:* Sales and Marketing

*Reports To:* Director of Technical Sales

### Summary

TDT Sales Specialists develop and manage new and existing customer relationships in the fast paced and rapidly growing neuroscience research industry. TDT is seeking a professional sales candidate to focus on developing relationships and opportunities within the fields of behavioral neuroscience, psychology, and pharmacology for an exciting new product line.

Tucker-Davis Technologies (TDT) is an international business that develops, manufactures and markets modular neural data acquisition and stimulus generation systems. TDT systems range in complexity from simple sound generators to highly complex multichannel sensory and behavioral neurophysiology systems for awake, behaving subjects.

Primary duties will include generating revenue by identifying sales opportunities, developing customer relationships / accounts and effectively communicating technical information. This position includes both domestic and international travel to attend trade shows and visit customers.

### Duties & Responsibilities

*Detailed below are duties and responsibilities of position, other duties may be assigned.*

- Work with the Director of Technical Sales to identify and develop sales opportunities, which include existing TDT clients as well as locating new prospective customers. Sales efforts will primarily focus on a new product line and entail identifying scientists and researchers that work in animal-learning / operant conditioning.
- Generate and follow up on the Sales department's active sales leads and prepare quotes with new and/or existing customers about TDT's equipment. To perform this job successfully, should have experience in using CRM database as position requires the use of companies CRM database to locate and communicate efficiently with potential customers.
- Travel within the United States and internationally to scientific meetings, professional trade shows, and sales product demonstrations as required.
- Assist the Marketing Coordinator with the creation of marketing materials for a new line of products designed for animal-learning and operant conditioning research.
- Give feedback to the Technical Support and Engineering Departments to aid in the resolution of customer issues, improvements to product offerings, and the development of new solutions.
- Provide onsite and remote training of new customers as needed. This includes setting up and organizing TDT software and hardware needed for customer training sessions.
- This position will include project development such as putting together example TDT configurations that highlight system design advantages along with creating presentations for site visits and webinars.
- Other duties may be assigned.

## Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Excellent verbal and written communication skills.
- Excellent technical writing skills.
- Ability to travel 25-50% of time including nights and weekends.
- Must be highly organized, detail oriented, self-motivated, and have the ability to work independently with minimal supervision.
- Can quickly determine the researchers' needs and provide solutions based on knowledge of existing hardware and software.

## Education and/or Experience

MS or greater in one of the following three fields:

1. Biomedical Engineering with significant course work in Neurophysiology and electrophysiology
2. Neuroscience with extensive knowledge of animal-training and operant conditioning
3. Electrical Engineering with knowledge of biological amplifiers, signal processing and analog circuitry

Or a BS in any field with at least three years of experience in technical sales and/or animal-training / operant conditioning research.

## Language Skills

The candidate should have the ability to read, analyze, and interpret common scientific and technical journals, and government regulations. They should also be able to write reports, business correspondence, and procedure manuals. \*Proficiency in secondary language is not required but is a plus.

## Mathematical Skills

The candidate should have the ability to calculate figures and amounts such as discounts, interests and proportions. They should also be able to write and demonstrate basic MATLAB programs.



## **Reasoning Ability**

The Behavioral Neuroscience Sales Specialist will need to solve practical problems that arise from working in an unknown environment such as a laboratory setting with minimal equipment and background information. They should be comfortable asking questions of end users to determine how best to demonstrate the equipment and be able to demonstrate how the standard TDT hardware will meet the customer's technical needs.

## **Certificates, Licenses, Registrations**

Valid USA Passport and Florida Driver's license.

## **Physical Demands**

The employee must occasionally lift and/or move up to 50 pounds.

## **Work Environment**

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. TDT is a nonsmoking environment.

To apply, please email a cover letter and a copy of our resume or CV to [hr@tdt.com](mailto:hr@tdt.com) and include the job title in your cover letter.