Director, Sales

Company Information

Nature's Toolbox, Inc. (NTx) is advancing the healthcare industry with our cutting-edge biomanufacturing solutions. NTx, based in Rio Rancho, New Mexico, is using innovative NTxscribe® system to create life-saving medicines in an eco-friendly and sustainable way. Our proprietary biomanufacturing process uses hollow fiber bioreactors to support the increasing demand for mRNA-based therapeutics. This easily scalable process enables NTx's partners to increase production, streamline operations and address unmet needs.

Your Impact

Reporting directly to the Senior Vice President of Business Development, the Director of Sales is the second-in-command of NTx's commercial organization. This role owns the day-to-day management of outreach to prospective partners and customers across the BioPharma, CDMO, Government and Academic Medical Center sectors, turning the SVP's strategy into a steady, well-managed pipeline of qualified opportunities. The Director works side by side with the SVP, steps in on the SVP's behalf when needed, and brings a deep understanding of the biomanufacturing industry, including biomaterials and technology platforms, along with a proven track record in sales.

Your Responsibilities

- Serve as second-in-command to the SVP of Business Development, partnering closely on commercial strategy and representing the SVP in internal meetings, customer discussions and leadership forums when needed.
- Translate the SVP's business development strategy into targeted outreach plans, including priority accounts, target segments, messaging and activity goals.
- Own and manage outbound outreach across email, phone, LinkedIn, events and referrals to generate qualified leads within the BioPharma, CDMO, Government and Academic Medical Center sectors.
- Build, maintain and report on the sales pipeline in the CRM, making sure prospect records, follow-ups and next steps are accurate and timely.
- Lead and coach the sales team on outreach execution, setting activity targets, reviewing results and refining the approach based on what is working.
- Qualify inbound and outbound opportunities, and co-lead advanced discussions with the SVP to move them toward proposals and agreements.
- Build and maintain strong relationships with key stakeholders, including pharmaceutical companies, CDMOs, government agencies and research institutions.
- Coordinate with marketing on outreach campaigns, event follow-up and collateral so that messaging stays consistent with company positioning.

- Prepare pipeline reviews, outreach metrics, sales forecasts and performance reports for the SVP and senior management.
- Represent the company at industry conferences, trade shows and networking events, planning pre-event outreach and managing post-event follow-up.
- Conduct market research and competitive analysis to identify new target accounts and growth areas.
- Ensure compliance with all regulatory requirements and company policies.
- Other duties as assigned.

Who You Are

- Bachelor's degree in Business, Life Sciences, or a related field; advanced degree (MBA, MS) a plus.
- Minimum of 8 years of experience in sales within the industry, with a focus on biomaterials and/or biomanufacturing platforms, including experience managing structured outreach and lead-generation programs.
- Proven track record of building pipeline through disciplined outreach and of achieving and exceeding sales targets.
- Experience serving as a trusted deputy to a senior commercial leader, with the judgment to act on their behalf and the discipline to keep them informed.
- Strong leadership and team management skills, with the ability to set clear expectations, coach others and hold a team accountable to activity and pipeline goals.
- Highly organized and process-driven, with hands-on experience using CRM and sales engagement tools to manage outreach at scale.
- Excellent communication, negotiation, and presentation skills.
- Deep understanding of the biomaterials and biomanufacturing market, including regulatory requirements and industry trends.
- Strong relationships and referenceable contacts in key positions at BioPharma, CDMO, Government and Academic Medical Centers.
- Ability to travel as needed to meet with clients, attend industry events, and support sales activities.
- Estimated travel requirement up to 50%.

Working Conditions & Physical Requirements

- While performing the duties of this job, the employee is frequently required to sit, stand and walk.
- The employee is regularly required to lift and/or move materials or equipment up to 25 lbs.
- Frequent use of hands to manipulate, handle or touch objects, tools or controls.
- Specific vision abilities required by this job include vision, color vision, depth perception, and ability to adjust focus.

This position will be remote.

At Nature's Toolbox, we are a small team of great minds with an even greater vision. Join us today and help us to change how life saving therapeutics are manufactured today. For good. **Apply today at: apply@ntxbio.com**

Nature's Toolbox Inc. is committed to equal employment opportunity and non-discrimination for all employees and qualified applicants without regard to a person's race, color, gender, age, religion, national origin, ancestry, disability, veteran status, genetic information, sexual orientation, or any characteristic protected under applicable law.

NTx is not accepting unsolicited resumes from any source other than directly from a candidate. Any unsolicited resumes sent to NTx, including unsolicited resumes sent to a NTx mailing address, email address, directly to NTx employees, or to NTx's resume database will be considered NTx property. NTx will NOT pay a fee for any placement resulting from the receipt of an unsolicited resume. ***NTx will consider any candidate for whom an Agency has submitted an unsolicited resume to have been referred by the Agency free of any charges or fees.***