



UNITED SCIENCE  
www.unitedscience.com



## United Science Territory Manager

Move your career to the next level representing a pioneering equipment manufacturer of all-things extraction with global demand and wide-ranging applications. Cultivate customers and your own success through partnerships with industry innovators and with the support of technology tools that provide you with a product line built for producers refining high quality ingredients.

Many of our target prospects are producers of raw materials for the explosion of consumer-packaged goods using cannabinoids derived from industrial hemp and related plants, as legally allowed. Become a front runner in a small team of passionate individuals with an unlimited territory.

Do the research and you will find that the best method to process, separate, and isolate the most beneficial components of any biomass is by using Supercritical CO<sub>2</sub> extraction. We provide our customers with leading-edge supercritical CO<sub>2</sub> extraction technology, professional engineering services, and technical consulting for all phases of the extraction process. Our machines and services are designed with the end user in mind, simplifying and increasing our customer's productivity while creating manufacturing facilities that meet or exceed ISO and GLP/GMP equivalent standards.

This is an excellent opportunity for the highly motivated individual to pivot into a potentially highly compensated career in sales. Those with the interest, experience, and knowledge of the benefits of hemp would capitalize on global applications of this product. Ideal candidates are driven and disciplined to dive into the funnel that is already at work and drill down to meet the needs of the customer and close deals.

In this sales role, we seek an individual 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:

- Actively prospect for new target accounts - focusing on US east and west coast
- 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 Business, Marketing or a related field

Your streams of revenue would be a base compensation of \$50k/year plus commission based on recognized sales. We offer life, health, dental, HSA, and 401k with match up to 4% plus accruing paid time off.

Work remotely or report to our beautiful facilities in Osceola, WI to work beside our dedicated team. Occasional to frequent travel will be a necessity.

Discover our marketing efforts and momentum, by checking out our website and social media channels:

Website: [extraktlab.com](http://extraktlab.com)

YouTube: [youtube.com/c/ExtraktLAB](https://youtube.com/c/ExtraktLAB)

Instagram: [instagram.com/extrakt\\_lab](https://instagram.com/extrakt_lab)

Twitter: [twitter.com/ExtraktLAB](https://twitter.com/ExtraktLAB)

Facebook: [facebook.com/extraktlab](https://facebook.com/extraktlab)

LinkedIn: [linkedin.com/company/ExtraktLAB](https://linkedin.com/company/ExtraktLAB)

To apply, please direct your resume to [jobs@extraktlab.com](mailto:jobs@extraktlab.com). Please include a cover letter to introduce yourself.