



## **Food Safety Sales Representative**

InstantLabs is seeking an energetic sales representative to join our sales and marketing team. We are introducing the next generation real-time PCR system, the Hunter, designed from the ground up to be easy-to-use, affordable, and take up very little space. The system will change the way pathogen testing is done in the food industry, bringing gold standard PCR testing to point-of-need operations. It will expand the use of molecular testing, providing companies with results in hours instead of days.

Your primary role will be identifying and working with prospective customers who can benefit from the time savings advantage and flexibility provided by InstantLabs' Hunter. Your career will grow with InstantLabs as our products improve the way food safety testing is accomplished. You will also be asked to help develop InstantLabs marketing strategies and improve our materials. The position requires extensive travel and will be based in Baltimore, MD (other east coast locations will be considered).

Preferred skills, education and experience:

- BS or higher degree in biology, microbiology, food science or equivalent experience
- 5 years or more experience in the food science industry
- Proven successful sales experience
- Strong understanding of food pathogen testing techniques (PCR, protein and conventional)
- Good planning and organization skills
- Excellent written and verbal communication skills

InstantLabs® is the developer of the Hunter, a fully-integrated, portable and affordable real-time PCR (RT-PCR) system that is perfectly suited for use at point-of-need locations. The company is focused on the food safety and medical diagnostics markets - areas where accurate and rapid test results can make a consequential difference. The company's Hunter Accelerated RT-PCR platform is host to a broad line of test kits. User-friendly, Wi-Fi and network-enabled, the Hunter system makes possible broader and mobile use of gold standard PCR diagnostic testing. InstantLabs is a privately held company and was founded in 2008.

InstantLabs provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws.

Please send you resume and other information to: [sguterman@instantlabs.com](mailto:sguterman@instantlabs.com)

For more information, visit [www.instantlabs.com](http://www.instantlabs.com).