

New England Area Outside Technical Sales Opportunity – Southboro, MA (Hybrid)

Take Your Sales Career to the Next Level...

Are you in a role that challenges and rewards you, helping you grow, learn, and maximize your earnings? If not, **Sentinel Process Systems, Inc.** may be the perfect fit.

Our mission is to help pharmaceutical and biotech companies bring **life-saving therapies** to market by delivering innovative process solutions with **legendary service**. Our **ISO 7 cleanroom** fabricates single-use assemblies for R&D and manufacturing, supporting the development of biological therapies and vaccines.

Who We're Looking For...

We seek a **top-tier sales professional** with a technical degree or proven success in industrial, equipment, or pharmaceutical sales. If you have experience in pharmaceutical manufacturing or research and want to transition to sales, we should talk.

This is a **technical sales role** requiring:

- A consultative, problem-solving approach
- The ability to manage and expand customer relationships
- Strong initiative and a results-driven mindset
- Adaptability to changing conditions and a relentless drive for success

Why Sentinel? Our Core Values Drive Success...

At **Sentinel**, **success isn't just about hitting targets – it's about how you achieve them**. Our five Core Values and 31 Fundamental behaviors are the foundation of our **winning culture**:

- **Grow or Die** – Always strive for continuous learning and improvement
- **Whatever It Takes** – Take ownership, find solutions, and follow through
- **Team Before Self** – Collaboration drives our success

- **Relentless Passion** – Bring energy and commitment to everything you do
- **Unfailingly Dependable** – Build trust by delivering results consistently

Each week, we celebrate one of our 31 **Fundamentals**, reinforcing the principles that define us. From **Delivering Legendary Service** to **Taking Personal Responsibility**, these behaviors ensure that every team member thrives and contributes to our shared success.

Your Role & Impact...

- Develop new opportunities while managing existing customer relationships
- Engage in technical meetings to position our solutions as the best option
- Provide expert guidance to customers while delivering **legendary service**
- Work independently yet collaboratively, driving both **individual and team success**
- **Make a difference** – at work, at home and in your community

Sentinel Process Systems, Inc. – A Company That Invests in You...

At Sentinel, we don't just reward success—we cultivate it. **We offer:**

- Technical product training
- BioPharma industry training
- Professional sales training
- A collaborative, growth-oriented culture
- Recognition and rewards for high achievers
- The opportunity to make a meaningful impact in the pharmaceutical industry

Ready to Accelerate Your Career? Your next big opportunity starts here.

If you're driven to **grow, achieve, and make a difference**, we're ready to help you succeed. **Apply today** by sending your resume and if you want to impress, a half-page summary of your most significant customer success story to hr@sentinelprocess.com

Why are we different? It's... **Sentinel's Unique Culture:**

At Sentinel, we set ourselves apart with how we treat our customers, collaborate with our partners, and team members, and ultimately, achieve exceptional results. These cultural distinctions are embodied and celebrated in our guiding **5 Core Values** and **The SPS Way – our 31 Fundamentals** that form the behavioral foundation of these values.

Please visit the SPS Way page of our website: <https://sentinelprocess.com/thespsway>

Do our 5 Core Values and 31 Fundamentals resonate with you?

If so, we want you on the team and we'll do great things together!