



Technical Sales Consultants, LLC



Improving Sales Effectiveness

Would you like to improve the effectiveness of your technical sales force? Do you need to find creative ways to engage with your customers? If so, we'd like to help.

Technology companies have special challenges in communicating a convincing message to prospective customers. The sales process is often complicated by the technology and the sales message diluted by the details. Conventional sales training programs often seem not to fit your specialized requirements.

Our Mission

At Technical Sales Consultants, we understand your challenges and we can help you customize sales training and a sales process to fit your market, your customers and your technology. For sales training in life sciences, medical devices, and biotechnology, call for a free consultation.

Business Training and Science Training

We offer business training and biotechnology training workshops. Please contact us to discuss your needs



Technical Sales Consultants, LLC is a small and agile consulting firm based in Chicago, Illinois, USA. The company was founded by David A. Jarvis, Ph.D., who has years of experience in the pharmaceutical, biotechnology, and tools industries, and a track record of improving performance in sales service and marketing organizations.

Dr. Jarvis earned his undergraduate degree in Chemistry at the University of North Carolina at Greensboro and his Ph.D. in Biological Chemistry at Duke University. He has held executive level technical, sales and marketing positions in both the pharmaceutical and biotechnology industries, with GlaxoSmithKline, Life Technologies, Invitrogen and Procognia. He has particular interests in the areas of organizational process improvement and the adoption of transforming technologies in organizations.

David A. Jarvis, Ph.D.

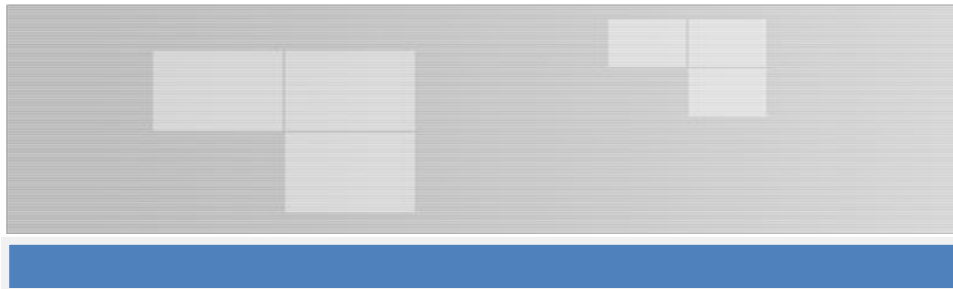
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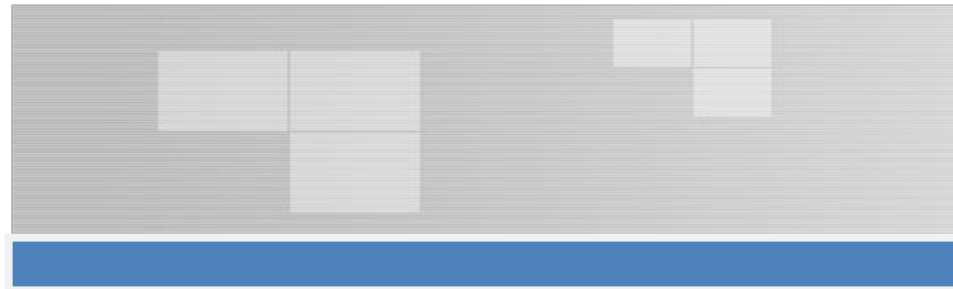
info@techsalesconsultants.com

+1 (301) 606 5154



Business Training

- **Technical Sales Skills I, II, III**
Planning, listening, note taking, proposal writing, presentations and reaching agreements.
- **Life Science Sales Skills I, II, III**
Prospecting, Understanding LS Customers, Academic & Industrial, Questioning, Proposing Solutions, Commitments.
- **How To Get More Business**
Social media, cold calling, web links, referrals, prospecting skills
- **Account Penetration**
Door-openers, referrals, networking, credibility
- **Business Development Skills**
Negotiating common ground, agreements
- **Delivering Outstanding Service**
Hear & understand, deliver, make it memorable
- **Defending Price™**
Kotler Marketing approach to building your business case and documenting value
- **Getting Your Point Across**
Clearly and concisely communicating what you need.



Biotechnology Training

- **Intro to Cell Culture (4-Days)**
Growth of animal cells in culture, use of serum-containing and serum-free media and cell cloning.
- **Real-Time PCR Workshop (3-Days)**
For those with some PCR experience, overview of RT PCR.
- **Intro to Molecular Biology (3-Days)**
For those with little or no experience in molecular biology.
- **Intro to Protein Expression (3-Days)**
Recombinant protein technology, system and vector choices, and prokaryotic expression.
- **Intro to PCR (3-Days)**
For those with little experience in molecular biology
- **Intro to Cell Culture (3-Days)**
Grow, cryopreserve and cryothaw animal cells in culture
- **Recombinant Baculovirus (5-Days)**
Express recombinant proteins in the BEV system.
- **PCR and Real-Time PCR (5-Days)**
An introduction to both PCR and real-time PCR.

These are offered in association with BioSciConcepts. Contact us today to book your place in a Baltimore workshop or arrange a customized workshop at your location.