

Immagina Biotechnology

Job Description

Date:	May 11, 2022
Job Title:	Sales Account Executive (US East)
Job Category:	Full time employee
Location:	Located in the Northeast, Mid-Atlantic or North Carolina near major airport

Position:

This role will be responsible for maximizing revenue through the selling of products to new and current customers in the US East territory with a focus on Northeast & Mid-Atlantic states.

Must be willing to travel up to 60% of time.

Essential Duties and Responsibilities:

- Work at high level within major academic and industrial accounts in the assigned territory with a focus in the Northeast and Mid-Atlantic states
- Prospects, develops, plans and closes sales at or above goal in designated territory
- Participates in lead generation for sales through routine account penetration
- Team sell with Technical Support as required
- Contacts prospective customers to determine product needs and performs sales presentations to match those identified needs.
- Develops and maintains high-level customer satisfaction and retention through one-on-one contact with current and potential customers
- Develops and implements territory plan to achieve assigned sales growth, expense budget, and product mix
- Actively participates in sales and marketing meetings, providing quality input and follow-up actions

- Maintains CRM by adding new contacts, opportunities, generating quotes, and keeping all customer information current
- Responsible for understanding and adhering to Quality Management System (QMS)

Specific Education, Knowledge, and/or Work Experience Needed:

- Bachelor's Degree in Life Sciences (or equivalent) required. Advanced degree preferred
- Demonstrated track record selling complex, technical life science products or solutions preferred
- Demonstrated knowledge in molecular biology, genomics or proteomics
- Minimum 3+ years customer facing or related sales experience
- Ability to recognize and offer solutions to customer related issues
- High Initiative and self-driven
- Self-motivated with a strong desire to succeed
- Excellent presentation, communication and interpersonal skills
- Team-orientated and highly flexible
- Knowledge of Next Generation Sequencing technologies and applications desirable
- Proven knowledge and relationship into relevant academic research facilities & industrial accounts in the assigned territory

What to expect:

- Attractive salary and benefits package
- Working in a fast growing and innovative biotech company
- Selling cutting-edge technologies into high-profile academic centers and leading biotech
- Being part of an inspiring atmosphere with a young and dynamic team of scientists

About Us

IMMAGINA Biotechnology has been operating since 2014 as a research-driven SME business operating in the sector of Genomics, Proteomics, and Enabling Technology. We develop sophisticated tools to capture ribosomes in an active state and characterize their components. Our technologies allow for simultaneous measurement of newly synthesized proteins and their corresponding RNA templates and deliver the highest level of correlation between gene expression and the proteome. IMMAGINA is expected to fully underpin the immense diagnostic potential of a recently developed product portfolio for better decisions in precision medicine and better health.

Our mission is to empower scientists to discover the mechanism of translational control involved in many diseases, with the main focus on ribosomes. We aim to bring to the market breakthrough solutions to solve scientists' and patients' needs. We can do that thanks to a hybrid business model that embraces both business and sales expansion and a strong clinical diagnostic development

Application:

To apply for this position, please send your detailed CV and a cover letter to info@immaginabiotech.com