

Account Director - Bioinformatics

Job Responsibilities

- Focus will be placed on generating new business for bioinformatics solutions while growing and maintaining existing customer accounts
- Sell 'retained software and bioinformatics teams' for US customers
- Work collaboratively with science, channels, and marketing to build, and execute, a successful business plan for your assigned territory for the basket of solutions owned
- Maintain and grow the forecast projections for existing business
- Identify and close new business opportunities in a timely manner
- Closely manage bioinformatics software trials and pilots through the establishment of mutually agreed upon success criteria that will result in a contract when successful
- Contact via web-conference, telephone, email and in-person (*once safe/when required travel to the US) current and prospective customers on a consistent and systematic basis to develop and bring to closure software license orders (net new and renewal business)
- Coordinate attendance of current and prospective customers to web-based events and trade shows to drive knowledge, adoption and usage of the platform
- Develop and maintain a 3x pipeline to quota of well qualified opportunities to meet and exceed all assigned business objectives and performance requirements on a quarterly and annual basis
- Travel to the client site when necessary to develop and bring to closure business with new and existing customers
- Demonstrate command of the MedGenome product portfolio in bioinformatics in-person, phone, or via web-conference

Qualifications

- 10+ years of enterprise account management experience including program management and selling strategic solutions to US healthcare and life sciences organizations; ideally enterprise software or SAAS solutions
- Experience with complex project implementations and deployments with the largest organizations in healthcare
- Track record of demonstrating resilience and tenacity - willing to take risks, pursue opportunities with persistence, and invest the time and energy required to drive a complex and lengthy deal to a successful finish
- Rich understanding of the healthcare landscape, including the value of patient data to stakeholders across the ecosphere, the organizational structure of pharma and healthcare companies, and the ability to segment and prioritize customer segments based on industry knowledge
- Adaptability and flexibility to changing priorities; demonstrated ability to work creatively in a fast-paced environment, roll-up sleeves and drive results
- Knowledge of genomics and basics of molecular biology specially oriented towards Next Generation Sequencing Data Analysis is a plus
- Familiarity or experience with marketing cloud-based platforms is a plus


Please e-mail your CV to careers-us@medgenome.com

Get in touch

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