

## Associate Director - Sales

### The Associate Director - Sales role is to

- 1) Ensure achievement of territory sales objectives aligned with MedGenome's goals
- 2) Develop and implement sales plans through both strategic and tactical activities
- 3) Develop and manage a base of key accounts and customers, and
- 4) Provide regular feedback on status of individual sales opportunities, the market and competitor activities

Responsibilities	Qualifications
<ul style="list-style-type: none"> <li>• Develop a territory and account-specific sales plan</li> <li>• Execute against plan to meet assigned sales quotas</li> <li>• Maintain a CRM database for prospecting, pipeline management and forecasting</li> <li>• Demonstrate the function and relevance of the MedGenome portfolio and provide insightful consultation to customers</li> <li>• Demonstrate fluent scientific knowledge to engage in a high level consultative sales process with PI's, KOL's and high level scientific and business decision makers</li> <li>• Partner with fellow global workforce MedGenome team members to support the needs of customers</li> <li>• Skilfully manage the sales process for services and complex contract negotiations</li> <li>• Effectively prospect and generate new customer leads</li> <li>• Develop and maintain strong customer networks and continuously work to expand the customer base through referrals and networking</li> <li>• Participate in conferences and exhibitions to generate leads and provide competitive market intelligence</li> </ul>	<ul style="list-style-type: none"> <li>• An undergraduate life science degree is required, advanced degree preferred</li> <li>• Greater than 5-7 years' commercial sales experience in the life science market</li> <li>• Strong genomics and genetics background highly desired</li> <li>• Experience in large scale outsourced engagements on Informatics or healthcare informatics space</li> <li>• Hunter-style sales approach with demonstrated track record in achieving plan, lead generation and prospecting</li> <li>• Highly adaptable and self-sufficient problem solver</li> <li>• Demonstrated success with complex sales and within multi-layered customer decision making environment</li> <li>• Proven ability to closely collaborate with teams of researchers, bioinformatics scientists, and external partners</li> <li>• Strong analytical and problem solving skills</li> </ul>


Please e-mail your CV to [careers-us@medgenome.com](mailto:careers-us@medgenome.com)

### Get in touch

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