

Bioinformatics Software Sales Manager

Company Overview

MedGenome (www.medgenome.com) is a global leader in personalized medicine with 3 core businesses spanning genomic diagnostics, genomic research, and genomic medicine. MedGenome has a world class high-throughput Next-Generation Sequencing facility and bioinformatics team in Foster City, California, supporting biomarker identification, target discovery, and pre-clinical and clinical research programs for bio-pharma and academic institutions in the US, Europe and Canada. MedGenome is a market leader in genetic diagnostic testing in India and has created the largest known clinico-genomic datasets on South Asian populations. MedGenome has developed algorithms and tools to correlate genomic data with clinical and phenotypic information to provide deep insight into both rare and complex diseases at a genetic and molecular level to support drug development and personalized medicine programs.

Job Description

The purpose of the Bioinformatics Software Sales Manager is to meet or exceed financial goals for the respective territory by promoting, demonstrating and selling MedGenome bioinformatics and software solutions to the genomics and research community. The role will identify opportunities to partner with Pharma, Biotech, Academic Institutions, CRO's and other organization types that would benefit from the advanced bioinformatics solutions that MedGenome can offer. The role will also promote MedGenome's ability to offer recurring and scalable outsourced bioinformatics support services to potential partners.

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

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

Get in touch

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