

Executive Account Manager, East / South East

The Executive Account Manager's 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"> • 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 • Deliver technical/scientific seminars and presentations • Demonstrate the function and relevance of the MedGenome portfolio 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 • Skillfully 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 3 years' commercial sales experience in the life science market • Experience selling genomics services to the research community • Hunter-style sales approach with demonstrated track record in achieving plan, lead generation and prospecting • Highly adaptable and self-sufficient problem solver • Untiring desire to win business and establish long-term customer relationships • Strong genomics and genetics background highly desired • Demonstrated success with complex sales and within multi-layered customer decision making environment • Formal sales training experience preferred; e.g., Challenger Selling Model and/or Miller Heiman Strategic Selling • Proven ability to closely collaborate with teams of researchers, bioinformatics scientists, and external partners • Strong analytical and problem solving skills


Requirements

- Ability to work remotely, out of a home office, >50% travel required
- A valid Driver's License

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

Get in touch

-  1800 103 3691
-  research@medgenome.com
-  medgenome.com

 MedGenome Inc.
348 Hatch Drive
Foster City, CA 94404, USA