

Account Manager – Seattle

Novogene is a global leader in genomics solutions, renowned for its cutting-edge bioinformatics expertise and boasting one of the world's largest next-generation sequencing capacities. Dedicated to delivering exceptional quality and advancing scientific innovation, Novogene has garnered rapid growth and industry acclaim through collaborations with healthcare providers, academic institutions, and research organizations worldwide. The company has contributed to numerous high-impact projects, with findings published in prestigious journals such as *Nature* and *Science*. Building on its early success, Novogene has established a robust global presence, with operations spanning the United States, Singapore, Europe, and Asia.

Position Summary: The account manager's role is to ensure the achievement of sales within the given territory.

- The account manager will collaborate closely with the district sales director to manage all business account(s) in the assigned region. Together, they will develop strategies and execute tactics to create and implement sales plans that contribute to the financial growth of the company.
- The ideal candidate will collaborate seamlessly with cross-functional teams across the organization, contributing to key initiatives and driving milestones that support the company's growth objectives.

Preferred Background

- Minimum of a bachelors degree in the life sciences required; advanced degree preferred.
- Strong working knowledge of sequencing/next-generation sequencing and genomics
- At least 1 year of experience in life science sales is required; 2-3 years is preferred.
- Experience selling to research accounts, utilizing genomics-related technologies or services preferred
- Proven track record of success in generating new customer leads and driving business growth preferred
- Ability to establish and maintain long-term customer relationships
- Experience working with CRM, such as SFDC, preferred

What You'll Be Doing:

- Develop, establish, and execute a strategic sales plan tailored to the territory and specific accounts, aligning with budget objectives and financial growth targets, under the guidance and mentorship of the District Sales Manager.
- Maintain a current understanding and knowledge of the company's products and services to provide accurate information to clients and key stakeholders.
- Manage existing accounts and expand the customer base in the territory, developing profitable long-term accounts.
- Participate in all sales activities and attend meetings, as planned by sales leadership
- Maintain CRM database with up to date information

- Maintain and raise awareness of the competitive landscape, provide customer feedback and introduce new product ideas to internal partners.
- Additional duties as assigned.
- Up to 50% Field Based Travel is Required

Salary Range:

\$75,000 to \$95,000 per year, plus eligibility for the company bonus plan upon successful completion of onboarding.

Benefits

Benefits including health and dental insurance, 401k, and certain sales allowances.