

Role

Department: Sales
Closing Date: Resumes will be reviewed as received; interviews scheduled accordingly.
Work Location: Preferably Victoria, BC, however we are willing to provide relocation assistance or consider a remote work arrangement for the right person.

Position Overview

The Inside Sales Representative works in tandem with the outside sales force to provide customers with enterprise level solutions to their complex lab information storage and workflow management problems. With responsibilities for lead generation, lead qualification and other marketing activities, the Inside Sales Representative helps drive regional sales results and is accountable to meet established targets. This position interfaces with multiple departments across the organization to represent customer and sales force interests, including product satisfaction and general requirements.

The successful candidate will have excellent customer facing skills, combined with a strong technical aptitude and keen interest in learning about the Life Sciences market. They will thrive in a high pressure, competitive and dynamic environment with an overwhelming drive to succeed.

Responsibilities:

- Achieve an advanced level understanding of the customer problems solved by the GenoLogics software platform
- Speak with leading global pharmaceutical companies and academic researchers to understand their objectives and educate them on how the GenoLogics software will accelerate their scientific research and achieve their business goals
- Convert potential leads and prospects into well qualified sales opportunities, by assessing customer timelines, budgets, and decision-making process, and most importantly by ensuring a good fit between customer needs and the GenoLogics solution
- Represent GenoLogics in speaking with leading scientists and researchers at Life Sciences events and conferences
- Perform web-based research to develop new sales lead information and monitor the competitive environment
- Work with our outside sales team to move opportunities through the sales cycle in the areas of qualification, needs analysis, solution definition, and proof step deliverables and activities
- Represent customer and sales force interests with internal departments, to ensure on-time fulfillment, overall product satisfaction and question/problem resolution
- Provide input for the Marketing team
- Record all customer/prospect communications and maintain the Customer Relationship Manager (CRM) database
- Work with Sales team to develop sales quotations and proposals, presentations and sales collateral
- Provide feedback to Product Management regarding general customer requirements for future product releases
- Provide Web Demos or live demos to customers as appropriate

Requirements:

Required

- Minimum two years' experience in a similar role, preferably with a B2B software solution
- Bachelor's Degree or Diploma in Business or related discipline
- Ability to travel up to 25% within North America

Desirable

- Experience in the Life Sciences market
- Background in Biology
- Experience selling enterprise solutions that solve multiple customer issues

The GenoLogics Philosophy

The GenoLogics philosophy is that to build a great company, you must first and foremost be a great employer. This means creating a workplace that is both inspiring and rewarding – one with shared purpose and meaning. GenoLogics produces more than world-class software; we develop solutions to help advance the early detection, prevention and treatment of diseases such as cancer. To achieve this vision, we've created a flat, boundaryless team environment where communication is open and decision-making is transparent. It is the creativity, energy and savvy of our people that enables our success as an organization.

GenoLogics isn't a job – it's an experience. What makes the *GenoLogics Experience* unique is the opportunity to:

- Impact the success of a dynamic company
- Learn and grow through challenging work and a diverse professional development
- Surround yourself with bright, talented people selected for who they are, not only what they can do
- Enjoy a casual, campus-like atmosphere where fun and flexibility are a way of life

Application Information

If you are interested in applying for this position, please email your resume and cover letter (one PDF attachment) to careers@genologics.com.

GenoLogics offers an attractive total compensation package including benefits and stock options. We thank everyone for their interest in this position; only short-listed applicants will be contacted. A hiring decision will be made as soon as we find the perfect candidate. Interviewing will be ongoing until such time.

GenoLogics is well positioned for success within its marketplace. GenoLogics has been a proud recipient of both the Human Resources Excellence Award and the Product of the Year Award, as awarded by the Vancouver Island Technology Association (VIATeC). For more information about GenoLogics, including corporate and career information, please visit www.genologics.com.