

Technical Sales Executive – US West Coast

Role

Department: Sales
Closing Date: Resumes will be reviewed as received; interviews scheduled accordingly.
Work Location: US West Coast (home office set-up)
**Applicants must have valid US work authorization; the ability to travel cross-border (between the US and Canada) is also required.*

Position Overview

The Technical Sales Executive works with customers to provide advanced enterprise level solutions to their complex lab information storage and workflow management problems. The incumbent will be responsible for all aspects of the sales cycle, including planning/forecasting, prospecting, relationship management and closing. Through development and execution of a sales strategy, the Technical Sales Executive will meet/exceed targets while assisting GenoLogics with its rapid market expansion goals. The incumbent will identify and develop the most compelling opportunities for GenoLogics technologies in the well-recognized Academic, Government and Biotech markets that are on the cutting edge regarding technology adoption.

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

Responsibilities:

- Identify the most compelling opportunities for GenoLogics technologies in the major Academic, Government and Biotech markets
- Develop and implement a sales strategy to capitalize on this market opportunity
- Contact prospects to present the GenoLogics value proposition and qualify interest
- Develop proposals to meet expressed and perceived customer needs
- Build and maintain professional relationships within customer organizations
- Follow competitor products and activities to distinguish and leverage key differentiators
- Identify strategic partnership opportunities to enhance GenoLogics' profile, market share and product offerings
- Close sales of GenoLogics software and services working with Inside Sales to ensure on-time fulfillment, overall product satisfaction and question/problem resolution
- Record all customers/prospect communications and maintain the Customer Relationship Manager (CRM) database
- Collaborate with Marketing to develop programs and initiatives
- Provide feedback to Product Management regarding general customer requirements for future product release

Requirements:

- Strong written and verbal communication skills, ability to present information to various audiences
- Passionate about sales and technology, keen interest in the Life Sciences market
- Strong commitment to personal excellence, self-motivated and resourceful
- Compelling drive to achieve targets
- Excellent organizational skills, ability to balance multiple priorities in a dynamic work environment
- Ability to thrive working independently and as part of a collaborative team environment
- Capable problem solver that develops effective solutions for complex problems
- Successful track record selling complex software solutions to the Life Sciences market

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- Thorough understanding of Lab Information Management Systems (LIMS) highly desirable
- Demonstrated ability to develop new market opportunities
- Competent using automated sales tools such as MS Office and CRM applications
- Bachelor's Degree in Business or Life Science discipline
- Valid driver's license with proof of insurability
- This position requires extensive travel (up to 50%) primarily in the US

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.