



Sales Account Manager, NA

Do you want to be part of a growing team and play an important role in continuing our success in building the North American market?

Sophion was founded almost twenty years ago by a group of passionate electrophysiologists, all having the shared purpose of making patch clamping objective and independent of user skills to provide faster, more accurate and objective results. We are an innovative, rapidly expanding company that has developed from a startup into a global organization, while maintaining the passion and drive to provide solutions for high performance cell analysis.

Today the company's analytical platforms Qpatch and Qube are placed at leading pharmaceutical companies and Contract Research Organizations (CRO) and with our dedicated support and service, it ensures us a leading position in the market. We try our best to be a great company to work for; fun, fulfilling and always challenging as we compete in a fast-moving market and industry.

About the position:

Due to our continued growth, Sophion Bioscience Inc. is seeking a Sales Account Manager responsible for the sales activities associated with the QPatch and Qube Automated Patch Clamp Platforms to join our team in North America. The successful candidate will build and maintain strong customer relationships with our current customers, while expanding our customer base with the goal of growing Sophion Bioscience's market share, revenue and profitability year over year.

Main Responsibilities:

- Developing and expanding your own pipeline for potential customers
- Building relationships with new customers and continue to do so with existing customers
- Working closely with our Applications Scientists and Field Service Engineers to develop leads into sales
- Achieve territory goals & targets, via proficient monthly forecasting and closing business in the assigned territory
- Develop and execute a sales plan efficiently, with proper planning, utilizing all resources available
- Maintain an accurate & up-to-date customer and sales information using our CRM system (Salesforce)
- Perform prospecting and lead generation activities on a regular basis
- Attend and participate in regional meetings and trade shows when assigned.

Key Qualifications:

- You have a hunter profile, strong drive and a proven track record
- +3 years of sales experience in Drug Discovery or related field
- Results oriented - delivering results in a high-paced environment, takes ownership, and is accountable
- Willingness to learn and adopt best practices from management & fellow team members
- Stretch oriented - embraces and thrives on challenges
- Excellent problem-solving ability
- Tenacity-can close a sale before a fiscal end
- Good presentation, organizational, and communication skills (oral and written)
- Displays a high sense of urgency to effectively complete the task at hand
- Team player that excel in a team selling environment

Personal Qualities:

- Highly Driven and motivated work ethic
- Ability to work independently and travel within North America (with overnights and some weekends) and to Denmark from time to time
- A team player that works well in a dynamic environment and can have several activities ongoing at once and keep the overview.
- Able to step in when colleagues need help and it comes naturally for you to ask for help when needed
- Must be proficient in Microsoft Office Suite of Software, Skype for Business, and Salesforce

Experience:

- B2B sales: 3 year+ (preferred)
- Capital equipment sales: 1 year+ (preferred)

Send your application and resume to Job@sophion.com with "Sales Manager JD27101" in the subject heading.

If you have any questions, please contact the hiring manager:

Katherine Webster

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Application deadline:
As soon as possible