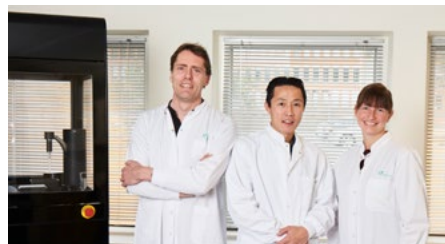


## National Sales Director, NA

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?

### Job description:

Due to our continued growth, Sophion Bioscience Inc. is seeking an experienced National Sales Manager, based in the Boston office, responsible for all sales activities associated with the QPC, QPatch and Qube Automated Patch Clamp Platforms to join our team in North America. The successful candidate will demonstrate experience, skills, and abilities to ensure that NA meets and exceeds sales revenue and OPEX budget targets through leadership of the sales team, fostering teamwork among the entire NA and global organization to build and secure long-term customer relationships with current customers, while expanding our customer base with the goal of growing Sophion Bioscience's market share, revenue and profitability year over year.



### Key Qualifications:

- Proven work experience as a National Sales Manager in a Life Science (Drug Discovery preferred) field
- Experience managing a high-performance sales team
- Must be proficient in Microsoft Office Suite of Software, Salesforce, and other software as required
- An ability to understand, analyze, and communicate sales performance metrics
- Solid customer service attitude with excellent negotiation skills
- Strong communication and team management skills
- Leadership and analytical skills with a problem-solving attitude
- Availability to travel as needed

### Main Responsibilities:

- Ensure the achievement of quarterly and annual sales targets through;
- Develop and implementation of effective sales strategies through the use of Salesforce and Bluesheets, and regular 1:1 coaching with the sales team and communication with the support team (Application Scientists, Technical Specialists, and Field Service Engineers)
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers
- Monitor and analyze performance metrics and suggest improvements for the sales team through working with team in the field and with regular 1:1 sessions
- Prepare monthly, quarterly and annual sales forecasts for regular review with the President of NA
- Work with Inside Sales and Sales Account Managers to research and identify new potential customers and new market opportunities
- Provide timely and effective solutions aligned with customers' needs
- Liaise with Marketing and Product Development departments to ensure brand consistency
- Stay up-to-date with new product launches and ensure sales team members are on board

### Personal Qualities:

- Results-oriented - delivering results in a high-paced environment, takes ownership and is accountable
- Stretch-oriented - embraces and thrives on challenges
- Excellent problem-solving ability
- Tenacity-can coach and support the sales team to close a sale before a fiscal end

- Displays a high sense of urgency to effectively complete the task at hand
- Highly Driven and motivated work ethic
- Ability to 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, can have several activities ongoing at once and keep an overview.
- Able to step in when colleagues need help, and it comes naturally for you to ask for help when needed.

### Experience:

- B2B sales: 5 year+ (preferred in the Life Science or Drug Discovery Field)
- Capital equipment sales: 5 years+ (preferred)
- Demonstrated leadership of a high-performing sales organization
- Must have own transportation to travel to Boston office and see local customers within a 200 mile radius when required.

Application deadline: **As soon as possible.** [Apply via LinkedIn now.](#)

If you have any questions, please contact hiring manager:

Katherine Webster

kwr@sophion.com - Phone +1 781 971 2657

Sophion was founded in year 2000 by a group of passionate electrophysiologists, all having the shared goal 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. The recent addition of QPatch Compact to our product portfolio allow us to offer a smaller analytical platform for researchers in academia as well. With our dedicated support and service, this 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.

Sophion Bioscience A/S, Baltorpvej 154, 2750 Ballerup, Denmark

Phone: +45 4460 8800, E-mail: [info@sophion.com](mailto:info@sophion.com)

[sophion.com](http://sophion.com)