

# Inside Sales – Multinozzle Emitter Device for Mass Spectrometry

Inside Sales - Mass Spectrometry Instruments Position Summary: Are you ready to take the next step in your Sales career?

The Inside Sales Representative will focus on identifying and cultivating new instrument sales opportunities and improving win rate across multiple market segments and applications for Newomics product portfolio. You will develop and execute a growth focused business strategy aimed at expanding Newomics' market share across all addressable market segments. In this role you will report directly to the Vice President of Sales and will have the opportunity to partner with leading application scientists and the marketing team, collaborating to uncover potential sales opportunities, emerging applications, and unmet needs.

The success of the role will be measured by overall sales performance. This role has significant potential for advancement leading up to instrument sales territory manager roles with responsibility for a broader product portfolio in the future! This position can be remote / home based.

## **Qualifications:**

- \* Bachelor's degree, in life sciences or related analytical field and minimum of 3 years of overall industry experience in a commercial sales or analytical sciences laboratory role.
- \* Knowledge of omics applications would be considered a plus.
- \* Effective interpersonal skills both written and verbal, with proven ability to influence, work, and communicate effectively with customers and peers.
- \* Adept at using Microsoft Project Manager, Microsoft Office suite (Excel, Word, PowerPoint, and Outlook), and experience with Salesforce.com customer resource management is a plus.
- \* Must be able to travel within territory to customer accounts, and quarterly/annual sales meetings at various locations.
- \* Able to respond quickly to competitive situations and influence customer buying decisions.
- \* Demonstrate strong initiative and willingness to take ownership for results.

## **Personal Characteristics:**

- \* Customers Focus: Committed to ensuring customer success to deliver commercial success for Newomics.
- \* Teamwork/relationship building: Assertive, poised, and professional and be able to build bridges with peers from diverse functional backgrounds. Ability to build trust through consistency and a high level of integrity.
- \* Critical thinking/problem solving: The ability to take steps to understand and resolve problems and to move rapidly to resolution. We seek a professional who prioritizes critical issues and is driven by results.
- \* Sense of Urgency: Ability to push high priority projects through in a fast-paced environment.

\* Results Orientation: Driven to achieve results and goals in the short and long term.

As an associate, you'll try new things, work hard, and advance your skills with guidance from dedicated leaders, all with the support of powerful Newomics Business System tools and the stability of a tested organization. Newomics is committed to a diverse and inclusive culture where everyone feels they belong, and all voices are heard.

We believe in our associates and the unique perspectives they bring to every challenge, which is why we'll empower you to push the boundaries of what's possible. If you've ever wondered what's within you, there's no better time to find out.

**Responsibilities & Duties:** Business Development & Funnel Building:

\* Achieve or exceed sales quota by prospecting and uncovering sales opportunities with new customers, converting competitive users, and discovering unmet needs across a multitude of market segments.

\* Uncover emerging markets and applications

\* Conduct effective customer meetings/presentations/seminars that drive demand for Newomics product portfolio

\* Effectively leverage social media and other virtual sales tools to prospect for new business opportunities.

\* Timely and accurate forecasting and sales pipeline generation and management is critical with regular weekly updates into Salesforce.com.

\* Effectively maintain the opportunity funnel using defined standards to maximize new prospect nurturing.

\* Provide regular market dynamic (drivers, competitive environment) updates to application and sales team to support impactful marketing/demand generation campaigns. Partner with the technical applications team to identify supporting content and collateral required to drive demand in target markets

\* Work with marketing, applications support, and after-market resources to ensure total complete customer satisfaction.

\* Attend and support local technical shows and mass spectrometry related discussion groups.

*Newomics is an Equal Opportunity employer and will consider you without regard to your race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status. Newomics will provide reasonable accommodation to individuals with disabilities to participate in the job application or interview process, to perform essential job functions, and to receive other benefits and privileges of employment. Please contact us to request an accommodation.*