



Job N033: Field Sales Representative

Newomics Inc., a venture-backed and NIH-funded commercial-stage biotechnology company in the San Francisco Bay Area, develops and commercializes enabling platforms and solutions for precision medicine. Newomics has unique infrastructure and resources to make major contributions to personalized healthcare. For more information, visit www.newomics.com.

Newomics has an immediate opening for a full-time Field Sales Representative position. The new hire will develop account relationships with new and existing Newomics customers. Current and new customers are in a wide range of biopharma companies and research institutions. Outstanding candidates will have 3 years of successful experience selling life sciences tools or medical devices, and with a strong working knowledge of Mass Spectrometry. Newomics will provide a comprehensive compensation package including salary, equity, and benefits such as PTO, medical/dental/vision and 401(k) plan.

Responsibilities

- Cover the sales territory as assigned by management
- Develop territory and account strategies, presented and approved by sales management then executed with timely reporting on the outcomes
- Cold call potential new accounts from leads developed by the company
- Cold call to develop new leads
- Work with Newomics' partners in the territory
- Have an in-depth knowledge of Newomics' products and their competitive advantages in the marketplace
- Serve as the focal point of the company's contact with customers, a responsibility which requires an up to date and broad knowledge of the company and its culture
- Close sales and complete all other sales functions including demo, install, training, and reporting
- Build and maintain strong relationships with customers to consistently grow the business coming from each account
- Meet or exceed targeted sales goals

Qualifications

- A BS in chemistry, bioengineering or the equivalent, an MS is preferred
- A minimum of 3+ years of industry sales experience
- Proven track record in sales in life sciences tools or medical devices with an understanding of Mass Spectrometry
- Demonstrated experience in developing strong customer relationships is a plus
- Demonstrated abilities in documentation and record keeping
- Must be able to travel domestically
- Highly motivated, a team player, a quick learner, and a problem solver
- Excellent oral and written communication skills
- Ability to work in a fast-paced startup environment
- Eligibility to work in the United States

To apply

Please send a cover letter, a resume, and contact information for three references, to jobs@newomics.com.