

**Newomics Inc.**, a venture-backed and NIH-funded biotechnology startup 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](http://www.newomics.com).

Newomics has an immediate opening for a full-time **Regional Sales Specialist (experienced candidates may be considered at the Manager level)**. Newomics will provide a comprehensive compensation package including salary, equity, and benefits such as PTO, medical/dental/vision and 401(k) plan.

### **Job Summary/Essential Functions:**

The Regional Sales Specialist/Manager will be a key driving force in further growing the Company as an industry recognized and respected provider of breakthrough platforms and solutions for laboratory research and clinical diagnostic markets. The successful candidate will be responsible for developing, managing, and directing the field sales and business development programs to support the continued achievement of revenue and profit goals. To achieve this goal, it is imperative to be able to immediately have the ability and experience to engage and drive the sales efforts to meet or exceed the company's goals. This position will be responsible for achieving the sales goals and objectives of the Company in the Western Regions of North America, while concurrently building a lasting foundation of mutual respect and cooperation and will work in a team environment, interacting with all related cross functional groups throughout the organization, including research, product development, manufacturing, operations, legal and finance. This position requires a B.S., B.A., in Life Sciences (an advanced degree is a plus) or a related field and a minimum of 3 years of industry sales experience.

- 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
- Demonstrated abilities in documentation and record keeping
- 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
- Domestic travel required up to 50%
- Eligibility to work in the United States without sponsorship

**Educational Requirement:**

B.S., B.A., in Life Sciences required, an advanced degree is a plus

**Experience Requirement:**

- A minimum of 3 years of industry sales experience
- Proven track record in Sales of Life Sciences tools or medical devices with an understanding of Mass Spectrometry
- Demonstrated experience in developing strong customer relationships is a plus
- Experience in LCMS and other analytics platforms used in drug development
- Understanding of pharmaceutical and biotech sales

**To apply**

Please send a cover letter and a resume to [jobs@newomics.com](mailto:jobs@newomics.com).

Please visit our website at the following link for additional information and to learn more about us and all our exciting career opportunities.

<https://www.newomics.com/careers/>

*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.*