

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 life science research, drug discovery and development, and precision medicine. For more information, visit www.newomics.com.

Newomics has an immediate opening for a full-time **Inside Sales Representative**. Newomics will provide a comprehensive compensation package including salary, equity, and benefits such as PTO, medical/dental/vision and 401(k) plan. This position can be remote.

Newomics technology

Newomics is developing microfluidic chips for cellular and molecular analysis for precision medicine using Mass Spec technology. Our first product is the MnESI-MS platform for microflow LC – nanospray MS. It includes MnESI ion source and M3 emitter. It has been used for emerging mass spectrometry applications such as native MS analysis of antibodies, ADCs, and AAVs. We are developing new platforms for nanoflow LC-MS and high-flow LC-MS. We are also adding integrated LC and other capabilities, including sample preparation, to the M3 emitter (the MEA chip). In parallel, we are developing microfluidic devices to sort, count, and remove cells based on size from blood (the Senescence Chip and the ViaChip).

Job Summary:

The Inside Sales Representative will focus on identifying, cultivating, and closing new 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 to Director of Sales and will have the opportunity to partner with leading application scientists and marketing team, collaborating to uncover potential sales opportunities, emerging applications, and unmet needs.

The success of the role will be mainly 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.

Essential Functions:

- Exceed sales quota by utilizing good selling process and selling skills. Prospecting, driving value at the top of funnel and finally, closing some of your best opportunities each day. Focus should be on converting competitive users and creating value beyond current techniques or knowledge with new customers across a multitude of market segments. Success will require penetrating emerging markets and new applications.
- Working with Marketing, develop and deliver effective customer meetings/presentations/seminars that drive demand for Newomics product portfolio.
- Effectively leverage social media & other virtual sales tools to prospect for new business opportunities.
- Effectively maintain the opportunity funnel using CRM (SalesForce.com) and leadership guidance to maximize all sales stage performance.
- Provide regular customer, competitor, and market direction updates to application and sales team. This enables the creation of impactful marketing/demand generation campaigns.
- Partner with the technical applications team to improve value proposition clarity, benefit-proof content, and sales collateral required to drive demand in target markets.

- Work with marketing, application support, and after-market resources to ensure total customer satisfaction by delivering a high-quality buyer and user experience.
- Attend and support local technical shows and mass spectrometry-related discussion groups.

Requirements:

- Bachelor's degree, in life sciences or related analytical field and a minimum of 3 years of overall industry experience in a commercial sales or analytical sciences laboratory role.
- Knowledge of mass spectrometry 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 Office suite (Excel, Word, PowerPoint and Outlook), and experience with Salesforce.com customer resource management is a plus. Experience with Microsoft Project Manager or ability to learn the tool is required.
- Able to respond quickly to competitive situations and influence customer buying decisions.
- Demonstrates strong initiative and willingness to take ownership for results.
- Enthusiasm to utilize Salesforce.com and other tools as directed.
- Ability to work both independently and as a team
- Ability to work in a fast-paced startup environment
- Eligibility to work in the United States