

Sales Executive

Intact Genomics (IG®) is an ISO 13485:2016 certified small biotech company with great potential. We develop unique products and advanced genomic services for DNA/RNA isothermal amplification for disease diagnostics, anti-fungal drug discovery, gene-editing, simplified molecular cloning, and large DNA fragment Cloning. Started in 2013 and located in a beautiful, safe, and quiet suburb of St. Louis, Missouri, the company has developed more than 100 products to support researchers and laboratories worldwide in their pursuit of groundbreaking advancements in life sciences.

Intact Genomics is now offering an exciting opportunity for sales professionals. Intact Genomics seeks a highly motivated, ambitious, hardworking Sales Executive to join our team. The ideal candidate will have a strong background in biotechnology, proven sales and communication skills, and a passion for building lasting customer relationships and revenue growth.

DUTIES & RESPONSIBILITIES

- Sell our products or services to existing or new customers through phone or email or online meetings or face-to-face visits.
- Build and maintain relationships with existing and potential customers and drive sales growth through upselling and cross-selling. Identify customer needs, provide solutions, gather customer feedback, and ensure customer satisfaction and retention.
- Identify and cultivate new business opportunities by analyzing market trends, customer needs, and competitors.
- Demonstrate skills in strategic planning and execution to achieve territory growth and meet/exceed sales targets. Implement and monitor key performance indicators (KPIs) to evaluate the effectiveness of sales strategies and results.
- Host/attend table shows, conferences, meetings, and industry events. Make presentations of our products and services to potential customers and partners.
- Prepare sales data and progress reports. Regularly report on sales metrics, forecasts, and market trends to the executive team.
- Enhance productivity and effectiveness in the sales process including other sales-related activities in the company.

QUALIFICATIONS & REQUIREMENTS

- Minimum BA or BS degree in Marketing, business, or Biology-related field with a strong knowledge of Molecular Biology and Biochemistry. 5+ years of work experience in the biotech,

pharmaceutical, or other life sciences industry is preferred. Experience in the disease detection and diagnosis industry is a plus.

- Strong communication, negotiation, presentation and time management skills. Strong Driven to serve customers, and respond to customers in a timely manner (within 24 hours).
- Excellent written and verbal English skills. Ability to communicate with all levels of customers and co-workers warmly and professionally.
- Excellent computer literacy, including Microsoft Word, Excel, Publisher, and PowerPoint, is needed. Familiarity with Adobe Illustrator, Photoshop, WordPress, Google Ads, and other digital marketing tools is a plus.
- Self-motivated with a relentless drive to succeed and have a strong hunter mentality to acquire new customers. Able to achieve goals independently.
- Primarily on-site inside sales. Willing to travel occasionally.

BENEFITS

- Competitive salary and commission structure.
- Health, dental, vision, and life insurance.
- 401(k) retirement plan with a 4% company match.
- Travel reimbursement for business-related activities.
- Professional development opportunities.

HOW TO APPLY

Interested candidates should submit a cover letter, resume, and two references to Rosa Ye, COO of Intact Genomics, email: rye@intactgenomics.com.