

Regional Sales Manager

UK, Germany, Benelux Region, Nordics Region

Organization

Novogene, headquartered in Beijing with branches in the U.S., U.K. and Singapore, is a leading genomics solution provider with cutting edge bioinformatics expertise and one of the largest next-gen sequencing capacities in the world. Committed to quality service and scientific excellence, Novogene has achieved rapid growth and industry recognition by working in partnership with diverse healthcare, educational and research institutions around the globe to realize the unlimited potential of the rapidly evolving world of genomics. The company has completed numerous major service projects with findings published by top-ranked journals such as Nature and Science. After achieving tremendous success in China, the company established Novogene Corporation in 2014 in the U.S and a state-of-the-art California sequencing center in Sacramento CA in early 2016.

Position Summary

The Regional Sales Manager's role is to lead our growing sales team in their assigned territory. This roll will report to Sales Director and manage a sales team of territory. She/he will be responsible for leading the execution of strategies, ensuring budgeted annual sales objective is met within designated territories and for the district overall.

Duties/Responsibilities

- Achieve quarterly and annual sales plan as assigned.
- Develop the district business to achieve assigned revenue and strategic objectives.
- Responsible for the recruitment, development and management of the district sales team.
- Responsible for direction, support and motivation of the sales team to meet sales objectives.
- Responsible for evaluation of the district sales team performance.

Qualifications:

- Master or equivalent degree in life science industry. Advanced degree preferred.
- Significant sales experience in life science.
- Demonstrated success in development of new customer and management of key accounts.
- Leadership and team management experience.
- Excellent oral and written communication skills.

To apply, email pengweiyan@novogene.com