

## **Business Development Manager**

Australia-Sydney, Perth etc.

### **Description**

Novogene business development manager is responsible for identifying and developing strategic business relationships with local distributors and other potential customers. The ideal candidate will take the lead in the development of new business opportunities that supports strategy.

### **Duties/responsibilities**

- Drive the new business prospecting in NGS service Open new business leads
- Find and create new business opportunities
- Accountable after the commercial order
- Determine and implement the company's distribution strategy to deliver sales and profitability targets
- Attend conferences and professional association meetings and promote Novogene product solutions and brand
- Responsible for collecting market information and communicating current and emerging needs for current and new accounts, and analyzing the local market landscape

### **Qualifications**

- Master degree or above and major in Medicine, Biology, Biotechnology or equivalent
- Minimum 1 years-experience in NGS industry or academic research area
- Excellent written and verbal communication skills in English
- Excellent communication, language and social skills
- Ability to travel moderately within assigned territory
- Legal driving licence in Australia

If you're interested in applying for this position, please send your resume or CV to:  
[asia@novogene.com](mailto:asia@novogene.com)