

Technical Support (Location: Singapore)

Organization

NovogeneAIT Genomics Singapore Pte Ltd is joint venture between Novogene and AITBiotech. We provide both research and clinical next Generation Sequencing services in Singapore, ASEAN and other Asia Pacific region. Based out of Genome Institute of Singapore (GIS), NovogeneAIT currently operates the largest Next Generation Sequencing capacity in SE Asia, with multiple units of illumina HiSeqX to support public research projects and empower super scale sequencing initiatives. NovogeneAIT also collaborates with researchers to develop clinical next generation sequencing applications including inherited disease panels, targeted oncology panels for stratified cancer treatment, cardiogenomics and reproductive health.

Position Summary

The Technical Support (TS) is responsible for identifying and developing strategic business relationships with universities, research institutes, hospitals, distributors, etc. As TS, you will take the lead in the development of new business opportunities that supports strategy. We are seeking someone with an entrepreneurial spirit, passion for sales and ability of working under pressure.

The TS reports to the Commercial Director

Duties/Responsibilities

- Responsible for revenue targets on a quarter / annual basis for the assigned portfolio and territory
- Establish and maintain current and new customer relationships and work closely with internal stakeholders to facilitate a positive customer experience
- Work closely with Commercial Director and / or distributors to develop and implement selling strategies to win greater market share for assigned portfolio.
- Engage key customers on through technical discussion, presentations etc to win deals and accelerate revenue growth for the portfolio
- Provide accurate forecasting of revenue on a monthly / quarterly / annual basis
- Follow up on new leads and referrals resulting from marketing activities and expand current customer base in assigned territory to drive revenue growth
- Support the marketing team in the planning and implementation of relevant campaigns, promotions and events to drive greater awareness and generate leads for our portfolio

Preferred Background/Requirements

- Master degree or above and major in Medicine, Biology, Biotechnology or equivalent.
- Minimum 2 years-experience in academic research area. NGS industry experience is a plus.
- Familiar with Southeast Asia market will be treated as value add.
- Excellent analytical, written and verbal communication in English. Mandarin is a plus.
- Ability to travel moderately within assigned territory.

Salary and Benefits

Competitive salary and benefits including health, dental

To apply, email John at zhangkun@novogene.com