

## Careers in Novogene Europe

**Contact:**

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**Novogene Introduction:**

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.

## **Sales Representative**

**Locations: UK, Germany, France, Italy, Belgium, Nordics Region, Spain**

### **Position Summary:**

The Sales Representative's role is to ensure the achievement of sales within their given territory. The position will be responsible for managing all business accounts in the assigned region, create strategies and execute tactics to develop and implement sales plans that will contribute to the financial growth of the company.

### **Duties/Responsibilities:**

- Develop, establish and implement an effective sales plan tailored to the territory and specific accounts to achieve the goals of the budget and financial growth of the territory.
- Maintain a current understanding and knowledge of the company's products and services to provide accurate information to clients and customers.
- Manage existing accounts and expand customer base in territory, developing long-term profitable accounts.
- Participate in all sales activities and attend meetings.
- Travel required.

### **Qualifications:**

- Master degree in life science and chemistry is required, PhD degree preferred.
- No prior sales experience required, but this would be advantageous.
- Outstanding listening, verbal and written communication skills.
- Fluency in Chinese, German or French or Italian or Danish a plus.
- Proficient with Microsoft Office (Word, Excel, PowerPoint).
- Demonstrated success in generating new customer leads and building a business.
- Ability to establish and maintain long-term customer relationships.
- Independent, working remotely out of home office.

## **Business Development Manager**

**Location: Amsterdam, Netherland**

### **Position Summary:**

Novogene business development manager is responsible for identifying and developing strategic business relationships with pharmaceutical company and other potential customers. As the Business Development Manager, 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.

### **Duties/Responsibilities:**

- Build relationship with pharmaceutical company, medical center and other related industry using NGS service.
- Develop and maintain a robust deal pipeline towards targeted entities to continuously grow the business and generate sales.
- Develop and nurture relationship with key industry leaders to enhance the company's position in the market.
- Effectively manage large scale, complex contracts negotiations and close new business deals with potential customers.
- Collaborate with professional services and other support team to successful implementation.
- Develop and execute a strategic business plan that meets or exceeds established sales goals and supports company revenue and profitability targets.
- Attend conferences and professional association meetings and promote Novogene product solutions and brand.
- Prepare and give business reviews and presentations to the senior management team on a monthly basis.

### **Qualifications:**

- Master degree or above and major in Medicine, Biology, Biotechnology or equivalent.
- Minimum 2 years-experience in NGS industry or academic research area.
- Familiar with pharmaceutical industry will be treated as value add. Revenue integrity solutions preferred.
- Excellent analytical, written and verbal communication skills.
- Prominent leadership skills with the potential to grow rapidly into a larger role.
- Ability to work effectively in home-based environment
- Ability to travel moderately within assigned territory (25-50%).

## **Project Coordinator**

**Location:** Cambridge, UK

### **Duties/Responsibilities:**

- Follow up the progress of the project and perfect the project information
- Grasp the time node of the project and effectively communicate with all departments to ensure the completion of the project within the cycle
- Review the reports and accurately arrange the task list on time
- Solve after-sales problems and optimize the project process

### **Qualifications:**

- Major in molecular biology, pharmacology and medicine, with overseas master degree or above and solid professional knowledge.
- Strong English skills in listening, speaking, reading and writing, comprehensive understanding of advances in genomics, and high throughput sequencing experience is preferred;
- Strong pioneering spirit, excellent communication skills and anti-pressure ability, and good teamwork spirit.
- Strong sense of responsibility and execution, strong logical thinking ability

## **Technical Support**

**Location:** Cambridge, UK

### **Position Summary:**

The technical support will communicate with sales or customers to provide customized solutions and help sales to achieve given sales plan. He/she should collect and report marketing information of given region and will also work closely with other teams within the company. May have meeting attendant occasionally.

### **Qualification**

- MS degree or advanced degree in life science or medical relevant;
- Proficiency in English, overseas study or working experience is preferred;
- Studied genetics, molecular biology, genetic engineering etc., have experience in molecular biology experiments;
- Strong communication and presentation skills, quick learner;
- Able to bear pressure;
- Proficiency in office software.

## **Senior Bioinformatician**

**Location:** Beijing, China

### **Responsibilities:**

- Responsible for the establishment and improvement of NGS sequencing data biological information analysis process.
- To ensure the successful completion of NGS sequencing project;
- Timely summary of the completion of the project, confirm the final delivery data;
- Provide data analysis program, assist sales to resolve the technical problems in the check-in phase of the project;
- Assist the project manager to complete the after-sales problems of our European customers.

### **Qualifications:**

- More than two years of experience in biologic information analysis or bioinformatics software development in high-throughput sequencing techniques such as transcriptional group rsRNA-lncRNA/methyl-rChIP etc.
- Familiar with the analysis of sequencing data such as transcriptional group rsRNA / methylated rChIP and common bioinformatics analysis software, can establish high-throughput sequencing technology analysis process.
- Master Perl python R, C / C programming languages, proficient in the use of linux operating system, familiar with basic mathematical statistics knowledge and tools;
- Good English, overseas study experience is preferred.