

Sales and Business Development Executive – North America

In order to continue our extraordinary growth trajectory, Metabolon seeks a highly strategic and motivated individual to prospect, pursue, and close opportunities in the following key markets: Biopharma, Consumer products, Agriculture, Animal health and nutrition, Academic Research, Wellness, and Government research sectors. The goal of this role is to further position Metabolon as the leading provider of metabolomics services for all research applications in the assigned territory.

Metabolon, Inc., is the global leader in revealing new biological insights through metabolomics, harnessing the power of its Precision Metabolomics™ Platform to provide biological insights of disease state and physiological reactions in the present time. The company offers scalable, customizable metabolomics solutions from discovery through clinical trials and product life-cycle management. Leveraging one of the world's most diverse and rich patient data sets, Metabolon is equipped to deliver biologically relevant insights to address some of the most difficult and pressing questions in the life sciences, helping to accelerate research and product development success for a wide variety of end users.

Responsibilities

- Identify customer and market needs within each account advocating Metabolon's technology to develop a broader awareness, understanding, and collaboration potential within each. Work closely in accounts where metabolomics provides significant value. Build relationships with champions and key opinion leaders to position Metabolon as the preferred technology for metabolomics based biological insights.
- Pursue and close contracts within targets to meet revenue goals. Develop strategic plans within each program leading to future business and relationships. Communicate across business segments the opportunities and relationships which may lead to synergistic business within Metabolon as a whole.
- Work effectively as a team member with internal resources and with senior Metabolon leadership to outline strategic opportunities and markets.
- Full accountability for proactive building of a revenue pipeline to support sales targets. Strong prospecting skills in finding and developing your own leads is a must.
- Routinely provide an accurate sales forecast that is directly tied to sales metrics around activity, prospecting, 6X funnel management, and accountability of CRM input data.
- Takes lead role in mobilizing resources in support of customer needs. Uses resources in a smart and impactful way. Digs beneath the surface and seeks resources that address the core needs of a customer. Aligns with others in overlapping territories. Collaborates with internal teams and cross-functional partners to advance programs and initiatives.
- Prepare and present scientific and business presentations to external experts and scientists as well as Metabolon internal scientific and business management. Demonstrate superb ability in strategic account management and capacity to handle multiple complex contracts and projects within key accounts.
- Actively manage key opinion leaders (KOL) in the metabolomics space.

Qualifications

- A minimum of a BS degree in Life Sciences or related field required; a masters or PhD in biochemistry, molecular biology, or related science is preferred. An MBA is also preferred.
- A proven track record in sales related to life science services, platform services, experience in the “omics” space or laboratory experience in a metabolomics core is highly desired.
- Expert experience in leading and completing commercial contracts and sales negotiations with universities, research institutes and commercial companies required.
- Excellent written and oral communication skills will be required to give presentations to internal and external audiences. Must be able to understand and present on Metabolon’s technology advantages and examples.
- Experience working with cross-functional teams both internally and externally to manage and implement complex partnerships. Demonstrated ability to lead sales situations within complex environments.
- Excellent analytical skills and ability to synthesize data into insightful information.
- Attention to detail, strong time management skills, superior work ethic, and a self-starter capable of working independently. Entrepreneurial by nature, self-sufficient and a great team player.
- Ability to own and manage multiple key accounts and meet quarterly sales quota goals.
- Proficiency with Salesforce.com, Office Suite software, and professional sales training in Miller Heiman, Challenger Sales, or Strategic Selling preferred
- Must be willing and able to travel 50-60% of your time.



Metabolon deciphers thousands of discrete chemical signals from genetic and non-genetic factors to reveal biological pathways. We make connections where other ‘omics cannot and provide the definitive representation of the phenotype. Our work measures inputs from internal and external factors such as health, disease, nutrition, microbiome, medication, pollution, and more, to drive success in answering scientific questions about health and disease.

Every day, we accelerate research that leads to successes in biopharma, population health, consumer products, agriculture, wellness, and academic and government research sectors. This work has enabled modern science to gain a foothold in our understanding of complex disease, ultimately leading to the creation of new treatments that impact individuals and communities globally. Our scalable, customizable metabolomics solutions provide support across the research continuum from discovery through clinical trials, to in-market life cycle management.

We leverage the data and our expertise to accelerate discovery to avoid roadblocks in development programs .Our bioinformatics techniques like machine learning and artificial intelligence provide a broader view, allowing our team of Data and Translational Science experts to interpret real-world insights and get to the root of your biological questions. With approximately 10,000 completed projects behind us, our institutional knowledge is unmatched.