



Business Development Manager / Technical Sales Specialist—East Coast

The BDM/TSS is responsible for growing the sales of the FuGENE® Transfection Reagent portfolio from Fugent LLC. within a defined territory, serving customers engaged in academic, medical research, biotechnology, and pharmaceuticals. The BDM/TSS will grow the business of new and legacy FuGENE® products by establishing relationships with customers via in-person meetings, events, telephone, email, and other technology. The BDM/TSS maintains effective customer relationships, develops opportunities for growth within customer base, prospects for leads and opportunities and assures market penetration and profitability while achieving sales forecasts.

What will you do?

- New business development and identifying new customers and opportunities for FuGENE Transfection Reagents**
 - Creating and executing sales plans and programs to achieve sales goals (30-60-90 day rolling plan)**
 - Identifying new business opportunities for Fugene and reporting on competitor, customer, and market intelligence**
 - Management of relationships with customers, first touch-point for general customer service and technical support issues**
 - Generate quotes, help facilitate customer's orders being placed, and ensure invoices are paid timely**
 - Lead generation and prospecting via phone, email, internet/social media, in-person meetings, events, and other methods.**
 - Utilize social media to influence and market to potential clients**
 - Attending national and local tradeshow, conferences, and symposiums**
 - Presenting technical seminars, lunch n' learns, and in lab-demonstrations to potential customers**
 - Establishing relationships at the end user, director, and executive/purchasing level**
 - Manages, updates, maintains and records all relevant activity in the Fugent/Zoho database.**
 - Presents monthly updates on sales activities, progress on key initiatives, and performance to Fugene leadership**
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- Execute professional sales calls and meetings to increase profitable sales growth
 - Establish and develop customer relationships to cultivate customer loyalty and allegiance.
 - Develop a business plan to achieve sales goals and objectives; results oriented;

- Effectively track activities, collecting customer information and developing opportunities in our CRM, while maintaining pipeline of opportunities to meet or exceed sales objectives.
- Maintain knowledge of products, services, competitive activity, and other general information of interest to customers.
- Participate in training and development programs as a means of continuous improvement.
- Collaborate with external distributors to develop plan and grow the business
- Other tasks at manager's request.

How will you get here?

Education:

- Bachelor's degree; Science or Business, Masters or Ph.D preferred

Experience:

- Minimum of 2 years sales experience in the life science industry selling to researchers in academics, medical research, biotechnology & pharmaceuticals
- In lieu of sales experience will also consider candidates with scientific MS or Ph.D with broad connections to scientists in academics, medical research, biotechnology & pharmaceuticals

Responsibilities & Requirements:

- Highly motivated and competitive
- Exhibit clear verbal and written communication
- Minimum of 2 years of successful sales experience in the life science industry with experience with academic, pharmaceuticals, and biotechnology customers
- Must deliver excellent customer service
- Must possess the organizational skills to multi-task and meet deadlines as needed
- Must be willing to travel
- Understanding of cellular biology, gene expression, transfection, gene and cell therapy, protein expression and production
- Ability to conduct technical discussion
- Prefer candidates that's are located near biotech/life science hubs in the Boston region

Qualified Applicants please submit resumes/CVs directly to hiring manager Tony Larsen:
tony.larsen@fugene.com