

Job Description Sales Manager

Responsible for increasing new sales and recurrent revenues

Occupational rate: 100% starting as soon as possible

Location: Switzerland -
Headquarters in Valais, Branch Office in Lausanne

Reports to: CEO

SimplicityBio is a Swiss based company, founded in 2015, active in the discovery of novel medical biomarkers by means of its patented bioinformatics machine-learning platform BOSS - Biomarker Optimisation Software System. Our clients range from big pharma. & diagnostics to growing startup's. We are expanding our multidisciplinary and international team to ensure our growth. If the challenges of getting things done in an fast paced evolving environment gets you up in the morning, welcome.

Mission

The Sales Manager will bring her/his network and is responsible for qualifying, developing and closing new and recurrent deals for SimplicityBio.

This includes using her/his experience in complex sales scenarios, with multiple stakeholders and decision makers. The position requires the development of relationships with pharma and diagnostic companies' management to close, shape, and grow key accounts.

We expect the person to demonstrate high accountability and self sufficiency, at the heart of a strong interactive, interdisciplinary and international growing team.

A critical aspect of this role is your network and the ability to communicate to stakeholders on multiple levels from C-level to scientists, clinicians, and computational bioinformaticians, with a strong interest in merging biology and software (AI).

Tasks and Key Responsibilities

The Sales Manager will be accountable for:

- Closing deals and growing recurrent revenue through long term engagements;
- Developing a scalable sales strategy ensuring pipeline growth;
- Contributing to new and available marketing material;
- Identifying customer needs and developing solutions to meet them;
- Participating and influencing companies growth;
- Preparing regular progress and forecast reports.

The Sales Manager will be is expected to:

- Attend partnerships and networking events to promote SimplicityBio's products and services as well as develop client networks and leads;
- Collaborates with legal advisor to create and negotiate contracts;
- Travel regularly to meet key customers stakeholders, maintain and expand business;
- Contribute to strategic decisions.

Qualifications

- 5+ years of demonstrated success in growing sales to pharma and diagnostic companies is critical;
- Proven successes of the ability to build and manage customer relationships across departments is critical;
- Excellent written and verbal presentation skills;
- Effective negotiation and problem solving skills;
- Demonstrate analytical and creative skills to find solutions to get things done;
- Demonstrate success working in a fast paced, high growth, ever changing environment and excellent interpersonal and collaborative skills;
- Degree in life sciences, business management or experience with data analytics is an asset;
- Provide stellar references from managers and satisfied customers.