

## **Strategic Account Manager – Full Time Permanent**

Job Reference: SCISAM19

Job Title: Strategic Account Manager

Location: Cambridge, UK

UK Salary: £ Competitive dependent on experience

Benefits: Healthcare, Pension, Share eligibility, Bonus plan, 25 days' annual leave

Hours: 37.5 hours per week (Monday – Friday)

### **The Company**

SciBite is a rapidly growing scientific software business specialising in the emerging field of semantic technology. Our semantic solutions understand the complexity and variability of content within Life Sciences yet are still simple to use. We can quickly identify and extract scientific terminology from unstructured text and transform it into valuable machine-readable data. Flexibility is key. Multiple deployment options from pre-built end-user applications through to 3rd party application integration mean that the value of our semantic technology reaches a much broader audience than ever before.

### **The Role**

Reporting to the Head of Sales, the role of the Strategic Account Manager is to increase sales revenue and opportunities for the sales division. To use blended experience across projects, continuous improvements, administration and customer service.

- This role will drive business development efforts within the EMEA region
- The role will have a strong focus on new sales penetration and revenue growth
- Responsibility will also include the maintenance and expansion of the relationship with existing clients
- The candidate should have a comprehensive understanding of the Life Sciences space to drive and develop a productive sales strategy in their accounts
- Should be competent with solution selling principles
- Will have a proven ability to develop new business and revenue streams within the Life Sciences industry and have further developed existing accounts for new business opportunities and subsequent revenue generation in untouched departments or company sites whilst expanding their network within the Life Sciences industry
- Two key success requirements for this position will be to develop a strong knowledge and understanding of SciBite's portfolio and align this to our clients

**Duties:**

- Achieve/exceed revenue plan by driving new sales penetration and revenue growth of SciBite solutions within existing and new accounts
- Prepare an account plan for the territory including white space analysis, strategy for growth, and tactical plan covering the implementation of the strategy
- Engage the technical sales team during the sales process, and partner with internal teams such as Marketing to increase SciBite's visibility in the market
- Lead proposal development, negotiations and leverage internal teams and resources to close opportunities
- Ability to travel at least 50% of time

**Qualifications/Skills/Experience:****Essential**

- A good team player / self-starter with the ability to work using own initiative
- Excellent written, verbal, interpersonal, presentation and negotiation skills
- Experience of working under pressure and with minimum supervision
- Punctual with effective time management skills
- Knowledge of Excel and basic understanding of working through spreadsheets
- Can set priorities and be flexible in changing environment
- Ability to identify problems and apply creative solutions
- Working knowledge of sales concepts, methods and techniques
- Ability to negotiate and persuade over the telephone or face to face
- Ability to exercise independent judgment and discretion

**Desirable**

- Previous knowledge of working through the Sales Cycle in a similar organisation
- Background in Data integration, Bioinformatics and/or Informatics
- Other European Languages a plus
- Bachelor's degree preferred
- Familiarity with navigating multiple levels of an organization in order to establish contact with key decision makers

**Other**

- Eligibility to work in the UK
- Drivers licence, clean driving history and access to reliable vehicle
- Genuine interest in technology and the desire to continue learning to drive career development

**What We Offer:**

A career at SciBite comes with the chance to help tackle real-world challenges of some of the biggest companies in biomedicine and beyond. Coupled with that comes competitive salary, a fantastic benefits package, share options and the chance to

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work in an environment that encourages innovation and personal development. Perhaps most importantly, working at SciBite offers a chance to enjoy working in a small, friendly team where what you contribute really makes a difference. If you're excited by innovation and want to join a company that's breaking new ground and growing quickly, please apply at [careers@scibite.com](mailto:careers@scibite.com) quoting the position reference above.

