

## **Sales Manager, North America – Full Time Permanent**

Job Reference: SCISMNA19

Job Title: Sales Manager, North America

Location: North America

Salary: \$ Competitive dependent on experience

Benefits: Healthcare, Dental, 401K, Stock eligibility, Bonus plan, 20 days' annual leave

Hours: 40 hours per week (Monday – Friday)

### **The Company**

SciBite Inc. is a subsidiary company of SciBite Limited, headquartered in Cambridge, United Kingdom. SciBite is an exciting, rapidly growing scientific software company that is transforming the way life science organizations handle text and documents. 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. To see more about SciBite visit [www.scibite.com](http://www.scibite.com).

### **The Role**

We are actively expanding our US presence and are looking to hire a US-based Sales Manager. Reporting to the Head of Sales, this role will play a key supporting role for the growth of existing and new customers across the North American region. Working closely with the Sales and the Technical Sales teams, the Sales Manager will define the strategy that will support the ongoing licenses of existing customers, the growth within existing customers, and the acquisition of new customers to SciBite Inc. You will have direct input into the brand and marketing requirements to accelerate the expansion of SciBite Inc within the region.

### **Duties:**

- Identify business opportunities by identifying prospects and evaluating their position in the industry
- Identify new markets and business opportunities
- Maintain strong relations with existing customers as well as potential customers
- To help support the achievement of the SciBite annual renewal target numbers
- Conduct business reviews to ensure clients are satisfied with the products and services
- Keep up to date with all existing and new SciBite products
- Delivering or exceeding sales and business performance targets
- To undertake any other reasonable duties as requested by your line manager or business director on a permanent or temporary basis

### **Qualifications/Skills/Experience:**

#### Essential

- Proven track record working in a sales environment
  - Excellent understanding of the sales process
  - Scientific background and experience working in a research-based life-science organization
  - Well organized, disciplined, and able to manage workloads and deadlines
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- A good team player / self-starter with the ability to work using own initiative
- Excellent written, verbal, interpersonal, presentation, and negotiation skills
- Experience working under pressure and with minimum supervision
- Punctual with effective time management skills
- Confident, outgoing personality with a natural lean toward a customer facing role
- Experience working within an international company
- Experience working remotely or in a virtual environment

Desirable

- Previous knowledge of working through the software Sales Cycle in a similar organization
- A commercial awareness and technical appreciation of the pharmaceutical/life sciences market sector and the patent and scientific information industry

**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, potential for share options, and the chance to work in an environment that encourages innovation and personal development. SciBite offers a dynamic, modern, and fast paced environment with its headquarters based in the beautiful Wellcome Genome Campus in Hinxton, Cambridge – home to some of the world’s leading institutes and organizations committed to delivering life changing science.

To apply, please send your CV to [careers@scibite.com](mailto:careers@scibite.com) quoting the position reference above.

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