

Strategic Account Manager, North America – Full Time Permanent

Job Reference: SCISAMNA20

Job Title: Strategic Account Manager, North America

Location: North America

Salary: \$ Competitive dependent on experience

Benefits: Healthcare, Dental, Vision, 401k, Share eligibility, Bonus plan, 20 days annual leave

Hours: 40 hours per week (Monday – Friday)

Start Date: Immediate

The Company

SciBite is going places. A successful SME informatics company head quartered in Cambridge, UK, we are transforming the way life science organizations handle text and documents. Our TERMite™ software performs rapid analysis of scientific and healthcare text to generate actionable insights for the top ten pharma, biotech and healthcare customers. In the last three years we have seen significant growth to an international organization now with offices in Japan and in the USA.

The Role

We are actively expanding our US presence and are looking to hire a US-based Strategic Account Manager. Reporting to the Senior Director of Sales, this role will play a key lead role for the growth of existing and new customers across the North American region. Working closely with the Technical Sales team, the Strategic Account 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:

- Achieve/exceed sales 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
 - Identify business opportunities by identifying prospects and evaluating their position in the industry
-

Qualifications/Skills/Experience:**Essential**

- Scientific background and experience working in a research-based life-science organization
- Experience working under pressure and with minimum supervision
- Experience managing complex sales processes with multiple stakeholders
- Experience working within an international company
- Experience working remotely or in a virtual environment
- Ability and willingness to travel at least 50% of time (including at least two European trips per year)

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 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, share options and the chance to 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 quoting the position reference above.
