

## **Technical Sales Consultant, North America**

Type: Full Time

Location: Boston, MA

Compensation: competitive salary, medical/dental/vision, 401k, share eligibility, Bonus plan, 20 days annual leave

### **The Company**

SciBite is leading semantic software provider based in Cambridge UK, with offices in Boston USA and Tokyo JP. Our semantic solutions understand the complexity and variability of content within Life Sciences yet are still simple to use. 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.

### **The Role**

As part of the US Technical Sales team, the Technical Sales Consultant will build strong technical relationships with customers, driving year-over-year growth and developing new opportunities. The Technical Sales Consultant will work to scope out clearly defined projects that demonstrate the capabilities of the SciBite Semantic Platform and ultimately convert into long-term commercial relationships. Key to the role is the capacity to facilitate technical discussions and providing clear and concise product demonstrations to business and technical audiences.

- Work closely with the sales team to drive new business development opportunities and retain customers year-over-year
- Demonstrate technical expertise with the SciBite platform, aligning tooling to customer use cases
- Develop tightly scoped proposals and project plans to guide UK-based project delivery team and US-based project management team to operational and technical success
- Serve as a key technical liaison during of proof of value and ad-hoc projects, monitor and report on progress of existing commercial projects
- Deliver product demonstrations to prospective and existing customers
- Support external and internal customer-facing events

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

- Experience in and understanding of the Life Sciences / Bioinformatics. Experience in text mining, NLP a plus. Previous experience in a similar role and/or organisation a plus.
- Bachelor's degree with 5+ years of experience working with informatics software required. Master's degree with 3+ years' experience or PhD in related field preferred.
- Excellent written, verbal, interpersonal, and presentation skills. Proven ability to give presentations to experts and higher-level managers/executives.
- Independent worker, capable of managing multiple conflicting priorities.
- Genuine interest in technology and the desire to continue learning to drive career development

To apply, please email [adam@scibite.com](mailto:adam@scibite.com) with a resume and brief covering letter.