

Technical Sales Consultant – Full Time Permanent

Job Reference	SCITSCUK21
Job Title	Technical Sales Consultant
Location	Cambridge, UK
Salary	£ Competitive dependent on experience
Benefits	Healthcare, Pension, Bonus plan, 25 days annual leave
Hours	Hours: 35 hours per week (Monday – Friday)

The Company

SciBite Limited is a multi-award-winning life-sciences technology company based in Cambridge UK which is transforming the way life science organisations handle text and documents. Our semantic deep-learning 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. Our tools are flexible and versatile, facilitating use by both end-user scientists and integration into 3rd party applications. Our team of expert software engineers and data scientists are at the forefront of the latest developments in AI, such as ontologies, knowledge graphs and machine learning. Through our parent company, Elsevier, our team has access to an incredible range of resources, content and opportunity from a global life-science leader, while retaining that agile small company feel.

The Role

Reporting to the EMEA Sales Director, the role of the Technical Sales Consultant is to work as part of the commercial team to secure new and expand existing customer licenses. Facilitating technical discussions and providing product demonstrations you 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.

- Working closely with the sales team to drive new business development opportunities and attending meetings as a technical expert
 - Understanding customer use cases and how SciBite can address these
 - Working with the project management, implementation and delivery teams to ensure post sales processes run smoothly and that customer requirements are met
 - Liaise with customers to understand and capture project requirements
 - Helping the sales team scope customer proposals
-

Duties

- Scope, draft, and manage customer engagements from pilot to ongoing licensing
- Monitor and report on progress of existing commercial projects
- Deliver product demonstrations to prospective and existing customers
- Support at external and internal customer facing events
- Build technical relationship with prospects or existing customers
- Develop and maintain deep understanding of SciBite technologies, the latest industry trends and how these apply to various customer needs
- Active communication across the SciBite teams to ensure smooth customer/project management

Qualifications/Skills/Experience

- Proven experience in & understanding of Life Sciences / Bioinformatics while being comfortable to discuss the various technologies and trends that are currently applied. Experience in text mining with NLP a plus
- Demonstrate a comprehensive understanding of the technologies / environments / vendors commonly used in the informatics industry
- Able to clearly articulate our capabilities to all levels of a customer organisation
- A good team player / self-starter with the ability to work using own initiative
- Experience of working under pressure and with minimum supervision
- Punctual with effective time management skills
- Can set priorities and be flexible in changing environment
- Ability to identify problems and apply creative solutions
- Excellent written, verbal, interpersonal, presentation and demonstration skills
- Previous knowledge of working within in a similar role and/or organisation
- Genuine interest in technology and the desire to continue learning to drive career development
- Bachelor's degree 3+ years of experience working with informatics software required

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.

SciBite Values		
 Customer Focused	 Passionate	 Integrity
 Innovation	 Appreciation	 Accountability

