

Strategic Account Manager, North America – Full Time Permanent

Job Reference	SCISAMNA21
Job Title	Strategic Account Manager, North America
Location	North America
Salary	\$ Competitive dependent on experience
Benefits	Healthcare, 401k, Share eligibility, Bonus plan, 23 days annual leave
Hours	37.5 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 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

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.