

## Territory Manager, North America

Job Reference	R40485
Job Title	Territory Manager, North America
Base	North America; Remote; flexible working policy applies
Salary	\$ Competitive dependent on experience
Benefits	Healthcare, 401k, Bonus plan, 22 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 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. You'll get to work directly with Elsevier's world-leading set of resources, literature, and databases and SciBite's semantic text analytics technology – a formidable combination that exists nowhere else.

### What Makes Us Different

Joining us means that as well as a highly competitive salary and fantastic benefits package, but it's also an opportunity to work somewhere with a different philosophy. At our heart, we're excited by the possibilities for our technology and embrace new use-cases and ideas. We don't stick to a rigid architecture but encourage the use of the right technology for the right problem, looking to all our developers for input and inspiration. Above all, you'll be directly shaping the cutting edge of informatics and drug discovery with some of the world's major pharma and life science companies. The working environment is relaxed and welcoming, and you'll be encouraged to take ownership of key projects and explore ideas and technologies.

### The Role

- Develop a thorough understanding of SciBite's offerings, competitive advantages, and processes. Learn to articulate them persuasively to prospects and customers
  - Develop strong and mutually valuable relationships with new and existing customers
  - Manage pipeline with CRM tools for maximum efficiency and visibility, with carefully executed follow-up to closure
  - Work in close partnership with internal teams (Technical Sales, Project Management, Professional Services, Technical Engineers) to manage successful customer deployments and to ensure ongoing high customer satisfaction, renewal, and deep penetration of customer organizations for incremental business
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- Keep current with industry trends; engage your customers, address their business challenges, and propose solutions

### The ideal candidate

- Passionate about Life Sciences with a strong interest in pharmaceutical and biotechnology R&D. You feel a strong connection to SciBite's mission and will work hard to ensure customer success
- An educator and business consultant; you love teaching customers about how they could maximize their potential by working with SciBite
- Demonstrated development of meaningful partnerships with a diverse customer base and proven track record as a trusted advisor to Life Sciences companies
- Highly organized with a firm grasp of your business - you accurately log all sales activity and prospecting in a CRM with speed and accuracy
- Understanding of the digital informatics landscape with the ability to credibly articulate strategic insights for customers that are based on data and research
- A fast learner, you love to stay at the forefront of an ever-evolving industry
- A creative problem solver - you stay cool under pressure and thrive in an atmosphere of change
- Positive and fun! Balance in life is as important to you as being successful in business

### Qualifications/Skills/Experience

- At least 3 years' experience in selling technology in the life sciences industry or closely related field – strong preference for enterprise software skills
- Proven track record of exceeding sales goals while contributing to the success of the team
- Strong understanding of the Life Sciences (primarily Pharma and Biotech) ecosystem
- At least 5 years of overall business experience in sales, business development, or account management preferably in Life Sciences technology businesses or healthcare data/consulting
- Eagerness to work in a start-up team environment that will be rapidly changing
- BS or BA degree is preferable

### 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 close, friendly team where what you contribute really makes a difference.

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