

United States Jobs Expertini®

Business Development Manager

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Company: Telesis Bio

Location: United States

Category: other-general

About Telesis Bio:Our mission is to apply our breakthroughs in automation solutions for DNA, RNA, and protein synthesis to enable customers to program and write synthetic biology that creates sustainable healthcare and technology solutions for some of humanity's biggest challenges. Our gene synthesis portfolio reduces the turnaround time for synthesizing workflows from weeks and months to days and hours, and includes the automated BioXp™ molecular biology workstation, and synthesis kits, as well as benchtop Gibson Assembly® reagents. In addition to automating, accelerating, and optimizing DNA design, synthesis, cloning and amplification, Telesis Bio and the BioXp™ system ensure your designs stay in your hands, marrying speed and security for innovators in drug discovery, vaccine development, precision medicine, and beyond.

Summary of Role: We are seeking a Business Development Manager to drive adoption of Telesis Bio's products and services in the assigned geography. This role will report to the Sr. Director – Global Sales. The successful candidate will have an enthusiastic entrepreneurial work ethic and a strong understanding of molecular biology. This person will work closely with field applications scientist to identify new opportunities, expand Telesis Bio's customer and application base, and support existing customers.

Essential Duties and Responsibilities:Development of appropriate territory and account-specific sales plan for each of the product lines in the portfolio to meet assigned sales quotasSupport and sell an expanding portfolio of consumable kits to be used with BioXp systemSuccessfully manage a complex sales process for capital equipment, consumables, and related servicesDeliver effective scientific/technical presentations and demonstrations of the Telesis Bio portfolioDemonstrate, install and gain customer

acceptance of Telesis Bio's BioXp system at customer sites Provide regular updates on progress towards meeting assigned quotas, which includes frequent updates to CRM Accurately manage sales pipeline activities by managing existing customers and continuously working to expand our customer base Work remotely and attend trade shows and conferences when possible All other duties as assigned or necessary

Required Qualifications: Strong understanding of molecular biology and gene synthesis required (hands-on experience with cloning and related workflows strongly preferred). 3+ years' experience in commercial roles in the life sciences required. Experience selling or supporting capital equipment a plus (experience in field applications or related roles of particular interest). Strong understanding of Pharma, Biotech and research organizations required (established relationships with scientists across industry a plus) Demonstrated capacity for sales-related activities a plus (ex. track record in lead generation and prospecting, meeting & exceeding sales targets). Competitive but collaborative with strong desire to win business and establish long-term customer relationships Thrive in a start-up, rapidly growing company environment Take initiative, be accountable, coachable and have a growth mindset Excellent verbal and writing skills, great computer skills Must be located in the San Francisco Bay Area

Education Requirements: Minimum bachelor's degree in life sciences (advanced degree in life sciences preferred). A Business degree with strong hands-on molecular biology experience will be considered.

Working Conditions: Travel will vary but may be as high as 50% on a weekly basis. The anticipated annual base salary for this position is \$100,000 - \$150,000 a year + Commission + Stock Options + Benefits. The actual base salary offered depends on a variety of factors, which may include as applicable, the qualifications of the individual applicant for the position, years of relevant experience, specific and unique skills, level of education attained, certifications or other professional licenses held, location of the role, and how these qualifications compare to the internal equity of current employees. Your recruiter will be more than happy to discuss other offerings we provide during the hiring process.

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