

United States Jobs Expertini®

Spatial Regional Account Manager (MI, OH)

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Company: NanoString Technologies

Location: United States

Category: other-general

Our Mission is to Map the Universe of Biology.

Improving the human condition is what fuels our passion for finding new ways of enabling scientific exploration. As a company, we strive to create end-to-end solutions that are simpler, easier, faster and more relevant to today's life science challenges.

As the pioneer in the field of spatial biology, NanoString enables scientists across the globe to envision molecular interactions in three dimensions with three different systems, the , the (DSP) and the (SMI) platform. As a result, scientists can see the multiomic expression of genes and proteins in the natural context of tissue structure.

Since our founding in 2003, we have earned a reputation as a respected, trusted pioneer of innovative technologies that support our customers in their relentless pursuit of answers. Our products are based on a novel digital molecular barcoding technology invented at the Institute for Systems Biology (ISB) in Seattle under the direction of Dr. Leroy Hood.

With our technologies, our customers continue to extend our understanding of biology to answer previously unsolvable questions with consistent, reliable results.

However, NanoString is much more than innovative products. The secret sauce to the company's success is our people, who are committed to excellence and dedicated to catalyzing the next biological revolution. Collectively, we live our corporate values of ambition, grit, ingenuity, authenticity, and customers every day...and never stop asking "What if?"

Average Earning Potential:

\$80,000 - \$130,000 base pay + Commission (\$85,000 uncapped)

As a regular full-time employee, you would be eligible for NanoString's full suite of employee

benefits including health insurance, 401K, equity program and so much more.

This Regional Account Manager will provide strategic direction and tactical focus for Spatial Platforms within the assigned territory to meet and exceed quarterly and annual revenue goals. They are responsible for identifying and establishing relationships with new customer accounts for the sale of Spatial capital equipment and pilot projects leading to instrument sales using both direct and indirect selling methods. They will work closely with Sales, Marketing and Field Application teams to ensure successful partnering to achieve territory revenue goals.

How we position you for success:

Comprehensive commercial sales training with both in-person workshops and remote learnings

Continual support from our team of experts in both commercial and R&D functions

NanoString's earned reputation as a respected, trusted pioneer of innovative technologies

You would be a great match for this role if you:

Are highly self-motivated with a desire to participate in the growth and success of the company

Have a strong understanding of spatial biology technologies and genomics products within the life sciences market

Possess strong working knowledge of the field sales process including the ability to create and deliver highly effective presentations

Have an ability to travel 25-50% of the time (territory dependent)

Why NanoString?

The technology and the people! NanoString is enabling customers to answer previously unsolvable questions with our innovative technologies. We could not accomplish this without the high-quality people who work here, and their commitment to excellence and improving the human condition.

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