

Regional Account Manager - West

Remote | Location

Send your resume to careers@seqwell.com

Join the seqWell journey!

Our mission at seqWell is simple. We strive to unlock the full potential of modern NGS instrumentation through transformative library prep technologies, including plexWell™ and purePlex™. Our workflow enables scalable multiplexing with fewer steps and cost-consuming normalization to achieve greater efficiency, cost savings, and minimize time to results. We are a fast-moving, innovative company focused on customers while providing a fulfilling work environment for our team members.

What we are looking for:

As part of the Commercial team, the Regional Account Manager (Western N.A. Territory) is responsible for driving incremental revenue through direct customer sales activities and partnerships. This position reports to the Chief Commercial Officer. Although this position is remote, ideally, the employee will be located in the western half of the United States.

- Develop, manage, and track leads and activities for seqWell's customers within the territory
- Set and manage goals/targets and work with seqWell's direct sales & partner sales organizations to achieve/exceed goals
- Create and execute business plans with key internal stakeholders (e.g. marketing, applications, R&D and operations)
- Build and maintain relationships with seqWell's commercial and R&D teams to bring voice of customer back to the organization
- Offer training and technical support to customers on seqWell's products
- Attend trade shows and field events
- Assist internal and partners marketing in driving success through joint marketing efforts like Webinars, Blog Posts, etc.
- Understand the technical requirements of our customers and work closely with the internal product management team to guide the direction of seqWell's portfolio
- Prepare and give business reviews to understand key account progress and SWOT (Strengths, Weaknesses, Opportunity, Threats) to the senior management team
- Gather, organize, and report back partner feedback (both technical and business) to help improve the customer experience

Required Experience and Skills:

The ideal candidate will have both a business background that enables them to engage at the C-level, as well as a sales background that enables them to easily interact with prospects and customers. This individual should have a demonstrated ability to think strategically about business, product, and technical challenges within multiple technology segments as well as the capacity to build and convey compelling value propositions. The position also requires a strong technical acumen and deep familiarity with genomics and next generation sequencing library preparation methods.

- 3 years of partner relationship management experience, including sales and technical subjects
- 3 years of technical sales experience, working directly with customers on integrating products into customer environments
- Has sufficient experience with genomic solutions
- Strong analytical ability, and experience in making decisions based on data
- Ability to speak fluently to partners, senior leaders, engineers, and product managers
- Positive demeanor and customer/ partner-facing point of view, including being reliable, helpful, and efficient
- Strong communication and interpersonal skills
- Bias for action, doesn't wait for direction
- Strategic, creative, and innovative
- Excellent organizational skills and attention to detail
- Bachelor's degree in a related field

Be a part of the seqWell team today! seqWell is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of any kind: seqWell is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment.

66 Cherry Hill Dr., Beverly, MA 01915 | seqwell.com