

Inside Sales Representative

Beverly, MA | Location

Send your resume to careers@seqwell.com

Join the seqWell journey!

Our mission at seqWell is simple. Responsive to the needs of our customers, we develop scalable genomics products that simplify sequencing workflows. 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 we grow and expand our commercial team in our Beverly, MA facility, we are seeking an Inside Sales Representative. This role is an integral member of the sales team. The position is responsible for acquiring new customers and retaining and growing the existing installed base of customers as assigned. You will be targeting and engaging with specific accounts to understand and respond to customer needs, finding new opportunities to grow our business, and represent seqWell in sales and technical oriented activities. Collaboration with the Field Sales, Marketing, and Field Applications & Technical Support teams is integral to this position.

How you will contribute:

- Identify and develop leads and strategic opportunities for new business and existing customer accounts.
- Create an internal database with key stakeholder information and input into our CRM.
- Partner with the Regional Account Managers in the field to develop a joint plan and strategy to meet or exceed targets.
- Set up meetings and hand off qualified opportunities to the appropriate Regional Account Manager for further development.
- Assist with identifying conferences, local events, and customer engagement activities via social media for Regional Account Managers.
- Maintain consistent performance to hit daily, weekly, monthly KPI's, tracking phone calls and emails.
- Performs other related duties as assigned.

What you will bring:

- 1 year or more of successful sales or customer service experience
- Bachelor's degree or relevant industry experience
- Database experience and solid analytical skills (Hubspot, Salesforce or other CRM) preferred
- Must have excellent communication skills
- Possess a "can do" outlook and the ability to work as a team player
- Excellent time management skills

This position includes a salary plus commission based on North American Sales.

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.