

# Regional Account Manager – Northeast

Beverly, MA | Location

Send your resume to [careers@seqwell.com](mailto: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 a Regional Account Manager for our Northeast territory. The Regional Account Manager is responsible for driving incremental revenue through direct customer sales activities and partnerships in a designated territory.

## How you will contribute:

- 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.

## What you will bring:

- 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
- 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
- Strategic, creative and innovative mind-set
- Excellent organizational skills and attention to detail
- Bachelor's degree in a related field
- Strong written and oral communication skill
- Familiarity with Salesforce, Hubspot or other CRM systems and solid Microsoft Office Suite skills
- Ability to work independently and as part of a team

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.