

Regional Account Executive – Southwest

Remote US | Southwest 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.

As we grow our commercial team, we are seeking a Regional Account Executive for our Southwest territory, responsible for southern California, Arizona, New Mexico, Hawaii and Alaska. The Regional Account Executive is responsible for driving incremental revenue through direct customer sales activities and partnerships in a designated territory.

How you will contribute:

- Meet and exceed quarterly and annual revenue targets established from annual commission plans
- Deliver accurate and timely forecasts for their territory
- Develop and manage key relationships with new and existing customers at multiple organizational levels
- Develop and execute supply agreements to support new and existing business
- Work collaboratively with product management, R&D and operations to minimize time to revenue
- Understand the technical requirements of our customers and work closely with the internal product management team to guide the direction of seqWell's portfolio
- Maintain CRM database with up-to-date information
- Represent the company at relevant tradeshows and events
- Maintain and raise awareness of the competitive landscape and provide customer feedback.
- Performs other related duties as assigned

What you will bring:

- Proven track record of delivering financial targets on a quarterly and annual basis
- Demonstrated drive determination and self-motivation resulting in consistent achievement of financial results
- 3-5+ years of experience selling next generation sequencing target enrichment products required
- Demonstrated technical knowledge of Next Generation Sequencing applications is required
- A background in technical sales and support
- Strong communication and interpersonal skills
- Proven ability to thrive in a start-up/change oriented environment
- Proven as a strategic thinker, backed up by a track record of tactical execution
- Positive external and internal relationship management skills
- Strategic, creative and innovative mind-set
- Excellent organizational skills, communication skills and attention to detail
- Bachelor's degree in a related field; advanced degree a plus
- Ability to travel in the assigned multi-state territory

To be considered, candidates need to reside in a State included in the territory

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.