

Regional Account Executive – Southern CA

Remote US | Southern CA 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 Southern CA territory. 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
- 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 customer technical requirements to inform product and leadership decisions
- CRM discipline; territory funnel management, accurate forecasting
- Partner with Inside Sales and Field Applications to drive commercial success within a defined geography
- Represent seqWell at relevant trade shows 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 meeting and exceeding sales targets
- Ability to travel in the assigned multi-state territory
- Demonstrated drive, determination and self-motivation resulting in consistent achievement of financial results
- 3-5+ years of experience selling next generation sequencing reagents and consumable products
- Technical knowledge and understanding of Next Generation Sequencing applications
- Experience prospecting, lead generation, and territory management
- Strong communication and interpersonal skills
- Proven ability to thrive in a start-up/change oriented environment
- Positive external and internal relationship management skills
- Strategic, creative and innovative mind-set
- Excellent organization and communication skills, with attention to detail
- Bachelor's degree in life science discipline; advanced science degree a plus

To be considered, candidates need to reside in southern CA with the ability to travel across adjacent states in the Southwest US.

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.