



Regional Account Manager – BOSTON, MA

OriGene Technologies, Inc.

Rockville, MD 20850

<http://www.origene.com/about/careers/>

OriGene Technologies was founded as a research tool company focused on the creation of the largest commercial collection of full-length human cDNAs in a standard expression vector. The availability of the complete human genome sequence and the subsequent development of genome-based tools have enabled the identification of relevant drug targets through system biology approaches. OriGene's vision is to prepare comprehensive, genome wide research tools and technology platforms to enable scientists to study complete biological pathways, thus enabling a better understanding of disease mechanisms including cancer and stem cell research.

Current Opportunity: Northeast Regional Account Manager – BOSTON:

As OriGene continues to grow, we are expanding the Sales Team looking for an individual who is highly motivated and not afraid of success. As our Boston based Regional Account Manager, you will have the opportunity to develop a new territory with unlimited growth potential.

The successful candidate for this position is a highly motivated, well-disciplined, well-organized individual who can work independently and can demonstrate strong technical skills in molecular biology and protein chemistry along with exceptional relationship building and sales skills. In addition to growing the business in their territory, as the face of the company they will need to have skills to effectively represent our organization in a professional manner.

Responsibilities:

- Prioritize our Key customer base of Pharmaceutical Companies, Biotech Companies, and strategically important accounts or customers to most effectively utilize resources and achieve sales goals
- Pro-actively establish and develop business relationships in key accounts to advance OriGene's business in line with our high quality high value business model
- Work with Inside Sales Specialist to develop a strategy to grow OriGene business and to meet specific goals
- Analyze business and develop a business plan with strategies to achieve optimal growth
- Accurately document contacts and contact information using Salesforce.com
- Weekly reporting of activities and expenses

Requirements:

- Minimum of a Bachelor's degree in life sciences (Masters or PhD Preferred).
- Minimum of 1 year related laboratory/research experience (Protein, Antibody or IHC desired)
- Understanding of scientific principles behind the use of OriGene products

- Minimum of 3-5 years sales experience, 5 to 7 years of Life Science Sales is highly coveted
- Strong interpersonal skills and analytical skills are required for the successful candidate
- Demonstrate excellent verbal and written communication skills
- Demonstrate excellent presentation and communication skills including effective listening skills
- Strong computer skills including Microsoft Word, PowerPoint and Excel (CRM experience a plus)
- Motivation to assume additional tasks or special projects as needed.
- Must be able and willing to do overnight travel. This position may require up to 40% overnight travel with a minimum of 20% overnight travel
- Work Exhibits and Trade Shows as required

About OriGene Technologies and its Culture:

OriGene Technologies (www.origene.com) has created a product-focused, high performing team environment. We are committed to building an extraordinary high performing workforce by investing in people who are looking for career growth in an entrepreneurial environment that recognizes individual contributions. OriGene Technologies, Inc. offers an extremely competitive compensation package, 401k with company match, excellent healthcare benefits (Medical, Dental, Vision); a very generous PTO (Paid Time Off) program, floating holidays, tuition reimbursement, flexible work hours, great location and accessible to metro, but most importantly, OriGene always recognizes and rewards its employees for great work and innovation. At the end of the day, at OriGene Technologies, we are looking for individuals who have energy, edge, drive and passion to move our organization forward.

If you are interested in joining a fast paced, stable yet growing organization, please do not hesitate to send your cover letter and resume/CV along with salary requirements to jobs@origene.com. Please reference job code **RAM-BOSTON** in the subject line when replying.

Alternatively, if you would like please fax your resume to 301-340-8606, Attn: Human Resources.

OriGene Technologies, Inc. (<http://www.origene.com>) is an equal opportunity employer.