

Job Title: Regional Accounts Manager, EMEA

SignalChem is seeking a well-qualified Regional Accounts Manager, EMEA to join the sales team. The ideal candidate will be an experienced industry professional with a proven track record in scientific sales. The individual must have exceptional people skills and perform well in a team environment. They should also be able to interpret sales metrics and be goal-oriented. Ultimately, the team member should be able to contribute to creating and maintaining good customer relationships as well.

Duties and Responsibilities

- Surpass assigned targets for profitable sales volume and strategic objectives in assigned partner accounts
- Sell through partner organizations to the end users in coordination with their sales resources
- Establish and maintain professional relationships with key personnel in assigned partner accounts
- Proactively lead a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with productive partner relationship
- Lead solution development towards marketing and new product launching that addresses end user needs while coordinating the involvement of all SignalChem and partner resources
- Design and contribute to the implementation of new resources including support, service and training in order to meet partner performance objectives and their expectations
- Proactively assesses, clarify, and validate partners needs on an ongoing basis
- Drive adoption of company's marketing programs among signed partners
- Ensure compliance with partner agreements and manages potential channel conflict with other channel partners by communicating internally and externally
- Develop and implement new strategies with the focus on business development in emerging markets and in underrepresented regions
- Contribute to short and long term business plans through in depth understanding of revenue streams

- Effectively work and communicate with other SignalChem departments such as manufacturing, marketing, operations and supply chain

Requirements

- Graduate Degree in Biochemistry, Molecular Biology, Signaling Transduction or a related field is preferred
- Minimum of two (2) years of sales experience.
- Detail oriented, and organized with great communications skills
- Professional in mannerism and appearance and must be a team player. Ability to work under pressure
- Devotion to customer satisfaction and relationship building
- Proficiency in Microsoft Office applications: Word, Excel, PowerPoint, Outlook
- Knowledge of Prism, CRM, and Pardot is an asset
- Ability to identify and solve problems, provide solutions and multitask under strict deadlines

Job Type: Full-time

Experience:

- sales: 2 years (Required)

Why Work for Us?

SignalChem's employees are passionate, dedicated and extremely motivated to succeed. We are excited by the cutting-edge science and technology, the endless possibilities we holds and the sheer opportunity to be a part off. To learn more about SignalChem and our current openings, please visit our website at www.signalchem.com.

We offer challenging career opportunities, competitive benefits and unique work environment.

How to Apply

If you are interested in this challenging opportunity, please send the resumes to humanresources@signalchem.com. Due to the high volume of applicants, only those selected for interviews will be contacted.