



bennubio®

National Account Manager

About the Company :

BennuBio® is a young and rapidly growing biotechnology company based in Albuquerque, NM. Our proprietary instrument, the Velocyt®, is an ultra-high throughput flow cytometer that uses acoustic standing waves to focus the particle streams. It can analyze large particles such as spheroids and organoids and is particularly suited to rare events analysis on large sample volumes. The Velocyt® has applications in every aspect of biomedical research, drug discovery and process monitoring.

About the Job:

BennuBio is seeking an experienced life sciences capital equipment sales manager with a proven track record of instrument sales success. Your contacts and customer relationships will go a long way to helping BennuBio meet our immediate sales goals and build a sales pipeline for the future. Because BennuBio is in the early stages of commercializing our technology your initial territory will cover all states and you will play a key role in establishing our sales playbook with the possibility of advancement and leadership in the future.

Responsibilities include:

- Manage national territory to build and maintain a strong funnel and close deals to meet or exceed sales quotas.
- Work with our Applications and Marketing staff to drive the development and execution of territory and account specific strategies
- Accurately forecast sales in the target markets and update on a weekly basis.
- Establish and maintain contact with key accounts/customers/industry thought leaders.
- Provide input to Applications and Marketing regarding possible applications, features, products, strategies, and tools.
- Routinely and accurately update the company CRM.
- Provide accurate evaluation of prospect potential.
- Maintain a high level of technical and market expertise and educate the market on use of the Velocyt instrument.
- Deliver technical presentations, scientific discussions, seminars, webinars and product demonstrations.
- Develop and foster strong working relationships with customers.
- Participate in on-site customer shows and national trade shows.
- Travel to meet with prospects and customers in person (up to 75%).



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Qualifications :

- 4+ years of sales experience.
- BS in life science-Advanced degrees or MBA a plus.
- Experience in Life Science Markets with emphasis in flow cytometry.
- Capital equipment (\$50k+) sales experience.
- Experience in driving sales in large complex accounts and with decision makers at all levels.
- Strong professional presentation skills.
- Strong customer relationship skills.
- Strong listening skills.
- Ability to work in a fast-paced, dynamic, start-up environment, including flexibility with schedule and function.
- Ability to travel as needed within the territory and to trade shows as needed.
- Self-directed with strong work ethic and initiative.
- Dependable, driven, and goal oriented.

Benefits :

- Competitive base salary with uncapped commission structure.
- Competitive health, dental and vision insurance.
- Paid time off.
- A fun, exciting, collaborative work environment with cutting edge technology and the opportunity to make a difference for an emerging start-up.

How to Apply :

Please send a resume and cover letter to: info@bennubio.com or find this job on ZipRecruiter.