



Job Code: BD0010

Business Development Manager

Aspira Scientific is seeking highly motivated and energetic candidates for Business Development manager positions in San Francisco and Boston. The ideal candidate will be responsible for driving the sales and business development activities in these strategic R&D hotbeds.

JOB SUMMARY:

Account strategy implementation, consultative selling, and technical assistance for new & existing customers. Maximize market share and sales opportunities by promoting product growth and providing development, management, and account direction for assigned accounts.

Located in/around one of the following cities: San Francisco, Boston.

KEY DUTIES:

- Strategic management of accounts.
- Proactive selling and growth strategy implementation.
- Full responsibility for achieving or exceeding sales plans for assigned accounts.
- Establish or re-establish customer relationships by proactively calling and visiting new or inactive accounts/prospects. Specific functions may include: introducing new products, sales programs, promotions, developing proposals, and contracts, develop and present technical presentations.
- Utilize needs based and consultative selling techniques to determine product and service needs for both new and ongoing accounts/prospects.
- Direct customer complaints, billing issues, technical/quality problems, etc. to customer service for resolution.
- Maintain up-to-date relevant metrics for proposals, contracts, conversion rates, and revenues. Provide additional metrics, as requested.
- Conduct lead generation activities as set by plan.
- Pricing coordination for assigned accounts.
- Contact/visit customers and conduct products promotion including sample activities, review and identify strategic direction, problem areas, and opportunities to promote sales growth.
- Travel to customers >50% of time.
- Serve as key customer contact responsible for answering customer inquiries and resolving customer problems (quality issues, etc.).
- Develop and monitor customer forecasts vs. actual and safety stocks.
- Produce monthly reports for sales management.
- Global Account strategy implementation and contract negotiation.
- Oversee collection of competitor and customer information for maintenance of customer databases.

QUALIFICATIONS:

Education/Experience:

- Bachelor's Degree in Chemistry or related field. Ph.D. or Masters preferred.
- Minimum 2+ years of consultative and technical sales experience in Chemistry products and services.

Skills, Specialized Knowledge and Abilities:

- Minimum 2+ years experience in technical consultative sales.
- Proven track record of double digit growth.
- Strategic, consultative, and relationship selling skills required.

- CRM experience.
- Must have strong time management and organizational skills.
- Must be able to quickly and accurately assess the importance of phone calls, emails, or documents and take appropriate action to involve the appropriate people.
- Must maintain strict confidentiality of extremely sensitive data, records, files, conversations, etc.
- Highly developed sales closing skills - must demonstrate with past results.
- Strategic planning skills.
- Self-motivated and able to grasp new concepts quickly.
- Exceptional interpersonal, organizational and communication skills, integrity, respect for confidentiality, sound judgment and decision making skills.
- Strong written and oral communication skills. (Clear, Concise and Honest).
- Good analytical and quantitative skills, leveraged by computer skills - MS Office (Word, Excel, PowerPoint).
- Outstanding customer service skills required.
- Ability to work well with other departments within the company.
- Ability to work well with Customer's technical teams.
- Deep understanding of all quality management and regulatory requirements.

Requirements (Physical, Mental, Environmental Demands):

- Loading/unloading vehicles with literature, manuals, account files, demo instruments, and demo kits. Set-up and tear-down of exhibit booths.
- Ability to walk up and down several flights of stairs throughout the work day in a multi-location facility.
- Must be able to lift 40 pounds.
- Must be able to wear personal protective equipment (gloves, face shields/safety glasses, etc.).
- Must be able to adhere to applicable safety practices when on the manufacturing floor or in laboratories.
- Must be able to travel >50%, or as required.

Aspira Scientific, Inc. is committed to equal employment opportunity and non-discrimination for all employees and qualified applicants without regard to a person's race, color, gender, age, religion, national origin, ancestry, disability, veteran status, genetic information, sexual orientation or any characteristic protected under applicable law.