

# Assistant Sales Manager (Entry-Level)



## About the job

We are seeking a motivated and ambitious recent graduate to join our NGS Sales team as an Assistant Sales Manager. This is an entry-level role designed to develop future sales leaders through hands-on experience. You will work closely with senior sales managers and cross-functional teams to support business growth and gain a deep understanding of the sales cycle.

**This role is remote and can be based anywhere in the United States; Rockville, MD is preferred**

## Responsibilities

As part of the NGS Sales team and under general supervision:

- Quickly learn and understand Psomagen's services to effectively support customers
- Drive Psomagen's omics services to new customers within the designated territory
- Successfully use verbal and written communication to influence customers to nurture sales leads and close sales
- Partner with fellow commercial organization partners (sales, marketing, project management) and internal stakeholders (sales operations, laboratory staff) to maximize the customer experience
- Build & maintain relationships with customer accounts (Academics, Pharma/Biotech, Industrial, Direct-to-Consumer, Government, CROs/CDMOs, and hospital/clinical clients) at a high level, and develop appropriate business relationships with business leaders, decision makers, and influencers
- Develops and performs daily maintenance of all account/contact details within Psomagen's CRM (HubSpot) including deal/opportunity management, daily meeting and phone calls, etc. Look for trends in application areas, omics usage and identify how to leverage that to grow sales. Work with clients and customers to solve daily business problems
- Must be a team player with a collaborative attitude and strong interpersonal skills
- Ensure that customers are fully satisfied with the services transactions and pre- and post-sales experience

## Qualifications & Preference

- Bachelor's degree required (life sciences, preferred)
- Demonstrates strong character, professionalism, and has passion for continuous learning
- Basic skills in using office applications, such as Microsoft Word, Excel and PowerPoint
- Excellent oral and written communication skills including the ability to communicate with all levels within and outside the company (bilingual proficiency in Korean is a plus)
- Strong organizational skills and the ability to handle multiple deadlines
- Intense attention to detail with accuracy and consistency
- Demonstrated ability to work effectively both independently and as part of a team
- Occasional overnight travel including attending conferences and business meetings

## Benefits

- Medical, dental, and vision insurance (Monthly insurance premium is covered 100% by the employer)
- 401(k) Plan + company match
- Generous Cashable/Non-cashable paid time-off
- Long-term employment cashable vacation
- 2-hour off for an annual check-up
- Money Gifts for congratulatory/condolences
- Lunch allowance and drinkware reimbursement

## Company Overview

Psomagen, Inc., founded in 2004 in Rockville, MD, is at the forefront of genetic and genomic testing. The company offers cutting-edge genomic services through next-generation and Sanger sequencing with data analysis services for applications in basic research and clinic diagnostics. The service laboratory has been certified under the Clinical Laboratory Improvement Amendments (CLIA) and accredited by the College of American Pathologists (CAP), which demonstrates the highest level of quality and safety in the market. Listed on the KOSDAQ in July 2020, the company is rapidly expanding its business from B2B to B2C and from Research to Clinical markets. The company has broadened the capabilities in the healthcare space such as at-home kits for analysis of genetic traits and microbiome profiles. With CLIA-certified and CAP-accredited laboratories, the company is looking to further expand service offerings in the clinical laboratory diagnostics market such as a laboratory-developed test (LDT) for COVID-19.

As an EEO/AA employer, the organization will not discriminate in its employment practices due to an applicant's race, color, sex, pregnancy, national origin, ancestry, citizenship, sexual orientation, gender identity or expression, protected genetic information, age, disability, marital status, veteran status, religion, height, weight, other protected group status, or any other basis protected by the laws where we employ people.