



Title: Metabolomics Project Support and Sales Associate

Report to: Vice president

Job Summary:

Human Metabolome Technologies America (HMT America) invites you to join our regional sales and scientific support team working with pharmaceutical and medical research clients providing innovative metabolomics and biomarker development solutions using our unique and state-of-the-art technology platforms. Our Mass Spectrometry technologies and quantitative metabolomics approaches are continuing to broaden our global market and have influence within pre-clinical and clinical research for oncology-, nephrology, microbiome, neurology and among many other fields.

We are seeking a candidate with a dynamic personality and awareness who can sell company's analysis services by reaching business targets through excellent communications skills, generate interest, set appointments and perform customer site visits. This individual will develop his or her revenue generation through the creation and management of customer leads and establishment of ongoing rapport with existing and potential customers. The candidate will also work with clients providing scientific support, interpretation and presentation of data. This position is located in our Boston MA office. Remote positions will be considered.

Key Responsibilities and Duties:

- Develop and implement a sales strategy in cooperation with company management for pharmaceutical, clinical, medical and biotechnology research.
- Identify Key Opinion Leaders within the company targeted application areas, assess their value as a company KOL and pursue collaborations with valued based leaders.
- Perform lead generating presentations and site visits as needed.
- Attend scientific exhibitions and meetings as required to seek new leads.
- Bring a background in metabolomics to expedite sales and provide data interpretation for clientele.

Qualifications

- Experience that encompasses knowledge of metabolomics with a M.S. or Ph.D. in such science as biology, biochemistry or similar.
- Preferred experience with a position of sales and/or marketing for biotech, pharmaceutical, medical, clinical research business in metabolomics or similar.
- Excellent verbal and written English communication