



Account Manager (Techno Commercial Role):

MagGenome is a biotech company. Focusing in providing solutions to life science research and in clinical applications. Our technology primarily is focused on the development of Magnetic Nanoparticles based products.

To meet our growth objectives, we are planning to take on board young, dynamic, energetic Techno – Commercial account managers for Hyderabad, Pune, Ahmedabad, and Kochi regions

Job description:

1. Wet lab and dry Demonstration of our products in customer labs
2. Participating in conferences and workshops
3. Lead generation, engaging with customer and closure of deals.
4. Participating in Tenders and Rate contract on behalf of the company
5. Customer Retention, Build and establish long term relationships with customers.
6. Market analysis identifying market potential, Segmentation, Executing strategies and tactics.
7. Customer Relationship Management and Maintaining key accounts.
8. Meet and exceed sales targets.
9. Successfully create the business from new and existing customer accounts.
10. Manage complex negotiations: -
11. Experience: 4-5 years relevant sales experience. -
- 12 Qualification: M.Sc in Life Science. –
Working knowledge of basic molecular biology techniques.
- 12 Desired knowledge of CRM systems.
- 13 Proficient in communication skills in English, Hindi, and regional local language.
14. Travelling will be an integral part of the job.

If this Job requirement suits you share your resume at hr@maggenome.com

Location:

Hyderabad, Pune, Ahmedabad, Kochi