



Position: Zonal Sales Manager

About MagGenome

MagGenome is primarily focused on the development of Magnetic Nanoparticles based products. The current initiatives include developing nucleic acid extraction kits using our patented Magnetic Nanoparticles-based technology. The company has developed DNA extraction kits under the brand name XpressDNA and affinity resins under the brand name Xpress Affinity. Most of the pipeline products are a result of academic research conducted over the years. With a mission to be the preferred supplier for the scientific community, we are continuously striving to delight our customers who are drawn from various industries such as academia, research laboratories and corporate research labs.

To meet our growth objectives, we are planning to take on board young, dynamic, energetic **Zonal Sales Manager for Mumbai, Delhi, Hyderabad, and East location.**

Job Description

Sales Budgets: Meet & exceed sales target and customer base with greater customer focus through focused sales activities. Increasing sales by actively selling to customers and consumers in life science research institutes, diagnostics labs, academic institutes and other relevant target customer segments.

Planning/Forecasting: To be accountable for the business planning, forecasting and achievement of objectives, achieving key performance indicators and revenue forecasts.

Business/Markets: Drive and initiate development of new business opportunities and references. Increase number of strategic partnerships. Organizing and coordinating with internal and external stack holders in conducting workshops, seminars, conferences, and exhibitions. Payment collection and minimizing the AR in the market.

Distributor Management: Evaluate and add the potential distributors or channel partners on board in the assigned region.

Customer Focus: Maintain and develop relationships with key customers, distributors, and references. Expand customer network and develop new relationships.

Leadership and Managerial role: Manage and guide the team in aligning with the organizational values and objective. Mentoring the team in achieving their set of KPIs and the team's objective.



Communication: Use of Information system and utilizing CRM for productivity to input customer data and provide information that will increase effectiveness of planning sales call, data management and internal communication and customer information.

Team work: Ensure teamwork, inter and intrapersonal skills which would support sales

Confidentiality: Maintain confidentiality of information pertaining to work and MagGenome which would not compromise the Organizations position at any time.

Position Requirement

- Minimum education: Master of Science or equivalent in any branch of Life Sciences.
- Having a proven and successful Techno/ commercial track record with a reputed organization especially managing Life Science domain for more than 7-8 years would be desired.
- Having experience handing large key accounts, medium accounts and small accounts and proven track record to grow high sales through solution selling is desired.
- Proven experience in various molecular techniques including Sequencing, PCR, RNA/DNA
- Extraction, and protein purification
- Willingness to extensive travel more than 70% in the territory and outside is essential.

Personal Requirements

- Excellent communication skills at all business levels in both local language and English.
- Self-organized, solution based and strategic approach to territory management is desired.
- Time Management and planning skills essential to be successful.
- Willingness to adapt to change and work as per organizations requirements through value-based approach is essential.

If interested, please share your updated CV to hr@maggenome.com