

Inside Sales Specialist

Location: Babraham Research Park, Cambridge

Type: Full time, permanent /

Start: Immediate

Salary: Competitive / Hours: 40 p/w

Cambridge/Home Office Based Position

Cambridge Start Up of the Year 2018

bit.bio is an award-winning spinout from the University of Cambridge. Our breakthrough technology combines synthetic and stem cell biology for the precise, efficient and consistent reprogramming of human cells used in research, drug discovery, and cell therapy. At bit.bio, we are passionate about engineering human cells that will enable the medicine of the future. To do this we need talented and curious people who want to make an impact on the future of science and therapeutics.

As a team of individuals, we value science, collaboration, openness, curiosity and creativity. We are united by trust and respect for each other.

Your role in our team:

We are looking for an Inside Sales Specialist to join our growing Commercial team. This role will focus on the direct selling of bit.bio's iPSC-derived cell products to academic and industry sectors and will report into bit.bio's Head of Inside Sales. The position will be essentially home office based within the assigned territory, although the role will require regular interaction with the Cambridge offices of bit.bio

Your key responsibilities will include:

- **Prospects and sells iPSC-derived cell products in the territory**
- **Owns the complete sales process for the cell products in the territory**
- **Interacts with existing and new customers and converts sales leads into sales**
- **Through consultative selling, matches customer needs to product offerings**
- **Interacts with the marketing department, feeding back the voice of the customer to the relevant marketing personnel**
- **Makes outbound calls to existing and new customers**
- **Documents customer contact information into the CRM database**

You...

- Professional and consultative, with the ability to secure business for bit.bio through proactive sales activities directed at decision makers and decision influencers
- A critical thinker with the ability to be creative
- Self-motivated and driven to achieve sales goals

- Able to assess client needs and craft recommendations through effective written and oral communications
- Interact in a positive way through building trust with technical and marketing teams at bit.bio

With essential experience in...

- Science degree or equivalent experience
- At least 3 years' technical experience in a pharmaceutical or biotech company
- At least 2 years' proven sales experience
- Demonstrable understanding of the drug development process
- Able to interact and listen with customers in a consultative manner to match their requirements with the cell product offering
- Ability to work well with highly educated research scientist customers
- Good level of proficiency with MS Office
- Experience of working with a Sales Force database or equivalent CRM

...and possibly...

- Advanced degree – MSc or PhD
- Solid technical scientific background coupled with sales experience
- Good understanding of the common techniques and methods used in the field of molecular and cell biology
- Analytical skills with the ability to analyse and interpret data and produce reports and documents to support sales
- Ability to identify leads, assess the value of new business/product opportunities and close deals

More reasons to join us:

bit.bio provides a vibrant and dynamic work environment in an exciting, fast-moving time for biology. We work with cutting edge technologies and with our world-leading scientific advisory board. We conduct pioneering work with real-world impact.

We trust our people to make significant contributions early on with opportunities to be involved in projects that are key to the success and growth of our young company. We invest in people, creating opportunities for personal development in an inclusive multi-skilled team with ambitious goals that provide opportunities to learn on the job from each other.

Creativity and open minds are encouraged for everyone to contribute to the success of the company.

To support bit.bio staff and our culture further, we also offer a competitive salary, highly competitive benefits package including pension contribution scheme as well as health and life insurance.

To be part of our dynamic, growing start-up team and share our vision to build together the leading cell coding company, please send your CV and cover letter to careers@bit.bio