



## **Job Description**

### **Strategic Account Manager for Workflows**

**Mid-Atlantic US – location in NY, NJ, PA, MD, DE preferred / other locations considered**

UNchained labs is building the next cool life sciences tools company, and the Freeslate products fit directly into that mission. We need high octane strategic account managers to grow and sell its current and future products. Our Freeslate products enable dramatic gains in R&D productivity and innovation in drug development organizations by providing intelligent laboratory automation and data management solutions. We need people to roll up their sleeves, sweat, think outside the box, collaborate with our customers and create something special with us.

### **Description of Duties**

- Sell the Freeslate, Junior and Grunt products and services in the assigned geography
- Develop an understanding of R&D challenges and map to value of Unchained Labs solutions
- Generate new sales leads and opportunities and create awareness for our products in region
- Conduct technical presentations, at times in collaboration with Freeslate Workflow Scientists
- Develop relationships with senior managers, VP, and key opinion leaders at customer accounts
- Keep CRM system up to date and qualify leads from Marketing
- Navigate orders through the customer purchasing process and provide accurate sales forecasts
- Achieve quarterly and annual sales targets
- Maintain positive customer relations

### **Minimum qualifications**

- Bachelor's degree in a related scientific field
- 5 year's sales experience in the life sciences industry with laboratory equipment or automation, experience with enterprise-level solution sales is highly desirable
- Demonstrated track record of sales success and exceeding quota
- Demonstrated track record of selling in complex purchasing environments with multiple decision makers
- Extensive contacts in drug development organizations in the assigned territory
- Experience with MS Office applications and Salesforce databases
- Travel up to 50% overnight when required
- Open mindset and inherent intellectual curiosity