

Cheminformatics Sales Consultant – US North-East

Visualise your career with this leading software solutions company

Their products and services include application programming interfaces (API) and end user applications for structure visualization and management, property prediction, virtual synthesis, screening and drug design.

Maintaining portability among various operating systems (Windows, Mac, Linux, Solaris), and relevance for web based integration has vital importance in our development. Besides the provision of software, this European based company often co-operate with our partners on large-scale projects that result in custom tailored solutions including the development of company specific database tools, intranet and front end solutions.

Product technology includes: - Java for system development, HTML/XML for web interfaces, OLE to enable seamless integration with desktop applications, communication with SQL database systems using JDBC for data storage and handling.

Key responsibilities:

- Proactively acts to understand customer needs and identify solutions
- Determines and develops approaches to achieve quota/ strategies
- Manages a complex, enterprise solution sale with a mid to long sales cycle
- Keeps abreast of competition, competitive issues and products
- Prepares presentations, reports and price quotations as well as assisting with contract negotiations
- Defines and executes territory sales plans

Requirements:

- BS/MS Degree equivalent plus a minimum of 3+ years direct sales experience selling enterprise informatics software
- Updated rolodex with relevant players of the industry
- Strong knowledge of small molecule drug discovery, Laboratory and IT function within Chemical and Life Science markets
- Ability to work complex sales opportunities at multiple levels within prospective customer organizations
- Available for up to 30% travel
- Geo Location: North East/East Region of United States
- Excellent salary and bonus package

If you can see yourself taking on the responsibilities of the exciting but demanding role we would like to hear from you today

Please contact Sheeba in the New Discovery Team on 001 201-984 0870 or email your enquiry to sheeba.oswin@phoenixyork.com

