

Business Development Manager – Multiomics Solutions

About Signios Biosciences

Signios Biosciences (Signios Bio) is the US-based arm of MedGenome, a global leader in genetic testing services, genomics research, and drug discovery solutions. Signios Bio is a multiomics and bioinformatics company dedicated to revealing the intricate signals within biological data. We leverage the power of multiomics—integrating data from genomics, transcriptomics, proteomics, epigenomics, metabolomics, and microbiomics—to gain a comprehensive understanding of disease biology. Our AI-powered bioinformatics platform allows us to efficiently analyze these complex datasets, uncovering hidden patterns and accelerating the development of new therapies and diagnostics. Through the integration of cutting-edge multiomics technologies, advanced bioinformatics, and the expertise of world-class scientists, we enable researchers and clinicians with comprehensive, end-to-end solutions to improve drug discovery and development and advance precision medicine.

As part of MedGenome, we have access to real-world evidence (RWE) from global research networks across the US, Europe, Asia, Africa, Middle East, and Latin America. This access enables us to work with our partners to uncover insights that can lead to new biomarkers and drug targets, ensuring that precision medicine is inclusive and effective for all.

About the role

The Business Development Manager Multiomics, who will be responsible for business development activities and revenue generation for a specific region. You will be joining Signios Bio during a period of rapid growth and at a pivotal point the Company's maturation, as we work to democratize personalized medicine and cement our place as a global leader within the field of genomics.

The Business Development Manager will be a key member of the core sales team and help to drive sales and business development operations for Signios Bio. This role will work closely with the other sales team members and business function leads in the US, as well as the global team located in Bangalore, India. This individual will play a critical role in the future success of the company and will be highly visible both inside and outside the organization. Given the mandate of the role, the position provides the right candidate with an exciting opportunity to drive significant impact across the Company. This position will be remote...

Key responsibilities of the role will include

- Deliver financial performance and sales for their territory in line with agreed targets.
- Allocate time, sales efforts, and company resources, effectively and efficiently.
- Build effective and enduring business relationships with key customers (e.g., academic/pharma, biotech).
- Define, develop, and implement short and long-term strategic marketing, sales and operations plans.
- Establish territory growth plans aligned to service offerings.
- Partner with the sales team to drive the day-to-day commercial operations of the company across all functions within North America, with an emphasis on driving top- and bottom-line growth.
- Establish and manage strategic relationships with key accounts across customer segments including small biotech, biopharma, and academic researchers
- Continuously monitor performance across a variety of metrics, including market share, unit growth, share of wallet, pipeline growth, pricing, mix of services sold, and competition.
- Support the senior leadership team in operationalizing key growth plans and initiatives to improve Signios Bio's operational performance.

About you

We are looking for an exceptional colleague: one who is a team player and has demonstrated a commitment to healthcare and creating a lasting impact. You are a hands-on proven sales professional within the life sciences space with deep expertise leading business development and conversion. You have strong networks within pharma, biotech, and academic research, with experience working within the clinical diagnostics, genomics, or multiomics sectors. You are skilled at representing Signios Bio externally in a variety of settings, and are adept at maintaining client relationships, increasing productivity, improving service levels, and meeting revenue objectives. You thrive in fast-paced and entrepreneurial environments, and you bring analytical rigor in your approach and working style. You are excited at the prospect engaging with customers, colleagues, and investors to support and grow our business. You are excited by this opportunity as it resonates with your values and ambitions.

Qualifications and experience

- Bachelors of Science in Life Sciences, Biology, Molecular Biology or business related field required.
- 3+ years of direct account management experience in a life sciences setting working with life sciences research and development targets with a history of proven performance that has met and exceeded expectations.
- Successful track record and experience selling into our key client base, with ability to drive revenue immediately.
- Highly capable in the Microsoft Office suite, with exceptional experience in presentation development
- Strong quantitative and analytical skills – strong knowledge of SFDC and Hubspot for lead and pipeline management.


Personal traits and characteristics

- Strong technical understanding of multiomics services and the evolving competitive landscape and market.
- Ability to maintain an outstanding level of market, customer, distribution and product knowledge necessary to accomplish sales and marketing objectives.
- Strong relationships in the academic and/or biopharma research and development sector.
- Fosters customer relationships, seeking regular customer feedback, distinguishing patterns specific to customer segments.
- Hunter-mindset, strong relationship building skills and lead generation focus.
- Strong organizational and time-management skills, with an ability to prioritize multiple workstreams.
- Advanced communication, listening and problem-solving skills
- Demonstrate consistent closing abilities throughout the sales cycle
- Demonstrated measurable revenue generation at either a contract research, diagnostic, pharmaceutical or relevant biotechnology company.
- Positive, open team player with enthusiasm/energy; relishes fast paced and demanding environments.
- Proactive self-starter, hunter with the ability to work independently.
- A genuine passion for delivering significant social impact, particularly in healthcare.
- A willingness to travel and a high level of comfort in a variety of cultural settings – you will collaborate with teams across the globe.

Please e-mail your CV to angelica.lv@signiosbio.com

Get in touch

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