

## Sales Enablement Specialist

### 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

We are seeking a motivated and results-driven Sales Enablement Specialist to join our sales team. The ideal candidate will have a passion for science and technology, excellent communication skills, and a proven track record in prospecting and qualifying opportunities and new targets. As an Inside Sales Representative, you will play a crucial role in generating new business opportunities, managing customer relationships, and driving revenue growth.

### Key responsibilities of the role will include


- **Lead Generation:** Proactively identify and qualify new business opportunities through prospecting tools, outbound calls, emails, and social media outreach.
- **Customer Engagement:** Build relationships with potential clients by understanding their needs and providing tailored solutions.
- **Product Knowledge:** Maintain a deep understanding of Signios Bios multiomic services and solutions to effectively communicate the value to customers.
- **Collaboration:** Work closely with the marketing and field sales teams to develop and execute strategies for lead generation and sales growth as well as meeting setting and client engagement
- **Customer Support:** Provide exceptional customer service by addressing inquiries, resolving issues, and offering post-sales support.
- **Market Analysis:** Stay informed about industry trends, competitor activities, and market developments to identify new opportunities and enhance sales strategies.
- **Target Achievement:** Meet or exceed monthly and quarterly sales key performance indicators and contribute to the overall sales goals of the company.

## Personal traits and characteristics

- Bachelor's degree in Life Sciences, Business, Marketing, or a related field.
- 2+ years of inside sales experience, preferably in the biotech or healthcare industry.
- Strong understanding of genomics, NGS, or related scientific fields is a plus.
- Excellent communication and interpersonal skills with the ability to build rapport with customers.
- Proficient in CRM software including SFDC and Hubspot as well as Microsoft Office Suite.
- Self-motivated, goal-oriented, and able to work independently as well as part of a team.
- Strong organizational and time management skills with the ability to prioritize tasks effectively.
- Ability to thrive in a fast-paced and dynamic environment.

Please e-mail your CV to [angelica.lv@signiosbio.com](mailto:angelica.lv@signiosbio.com)

### Get in touch

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 [www.signiosbio.com](http://www.signiosbio.com)

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