



Junior Sales Manager (Biotech and Pharma) - Fluent in French and English

Company Overview:

Xegen is an innovative startup that specializes in NGS and omics data analysis services. Our mission is to provide cutting-edge solutions to the biotech and pharmaceutical industries, helping them make data-driven decisions to advance research and development. We are currently seeking a talented and motivated Junior Sales Manager to join our team and drive sales within the Biotech and Pharma sectors.

Job Summary:

As a Junior Sales Manager, you will be responsible for developing and executing sales strategies to promote our NGS and omics data analysis services to biotech and pharmaceutical companies. The ideal candidate will have a strong biological background, holding either a PhD or Master of Science, and possess a deep understanding of biology and omics. Additionally, fluency in both French and English is required, as you will be interacting with clients and stakeholders from various regions in Europe and North America.

You will receive a coaching from a senior sales executive to help you reach your sales targets on a daily basis.

Responsibilities:

1. Identify and target potential clients in the biotech and pharmaceutical industries to expand the customer base.
2. Present and demonstrate our NGS and omics data analysis services to prospective clients, addressing their specific needs and requirements.
3. Work with customers to define their needs and scope of projects
4. Build and maintain strong relationships with existing clients to ensure customer satisfaction and loyalty.
5. Develop and execute effective sales strategies to meet or exceed sales targets and revenue goals.
6. Conduct market research to understand industry trends, competitor activities, and identify potential business opportunities.
7. Collaborate with the marketing team to create sales collateral and promotional materials.
8. Participate in industry events, conferences, and networking activities to generate leads and expand the company's presence.
9. Provide feedback and insights from clients to the product development team for continuous improvement of our services.



10. Maintain accurate and up-to-date records of sales activities, opportunities, and customer interactions using CRM software.
11. Collaborate with cross-functional teams, including data scientists and technical experts, to ensure smooth project implementation and client satisfaction.

Requirements:

1. A strong biological background, holding a PhD or Master of Science, with expertise in biology and omics.
2. Fluent in both French and English, with excellent communication and presentation skills.
3. A results-driven mindset with a track record of meeting and exceeding sales targets.
4. Highly motivated, proactive, and able to work independently as well as part of a team.
5. Flexibility to travel occasionally for client meetings and industry events.
6. Ideally a first experience in sales or business development, preferably within the biotech or pharmaceutical industry.
7. Ideally negotiation and closing skills, with the ability to identify and address client needs effectively.
8. Ideally familiarity with CRM software and proficiency in using sales tools for pipeline management.
9. Ideally a demonstrated ability to build and maintain relationships with clients and key stakeholders.

This is an exciting opportunity for a junior sales manager to get experience and contribute to the growth of a dynamic startup in the biotech and pharmaceutical sectors. If you are a passionate and driven individual with a strong biological background and omics knowledge, and you possess excellent sales and communication skills in both French and English, we encourage you to apply.

Please submit your resume and a cover letter detailing your qualifications and interest in the position to job@xegen.fr . We look forward to reviewing your application and potentially welcoming you to the Xegen team.



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