

The Account Developer identifies, negotiates, and manages strategic relationships with assigned accounts within the Commercial and Academic segment. Overall responsibility for ensuring revenue and management objectives are met and exceeded for assigned accounts (which may include designated National Accounts). Maintains existing relationships and develops new relationships with decision makers at assigned accounts, providing consultative solutions that, increase both the representative's and JAX's overarching value and sphere of influence as business partner within the account. Demonstrates an expertise in the utilization of the mouse as a platform of basic biomedical and drug discovery research and in the solutions provided by the Laboratory to solve research problems and competitively differentiate JMCRS's solutions. Provides account portfolio management that includes planning, execution, and reporting of results. Measures of success include opportunity pipeline development, revenue performance versus established sales targets business growth (via won opportunities - new and renewed and increase use of JAX mouse strains). Relies on experience and judgment to plan and accomplish goals. Performs a variety of complicated tasks. Maintain current business while identifying and developing new business opportunities in the academic and biotechnology market segments to achieve mouse and service revenues to support the non-profit mission of The Jackson Laboratory by enabling research and contributing to surplus. A wide degree of creativity and latitude is expected. Account Developers positions are focused on a specified portfolio of accounts , and leverage experience developed through 7 or more years of sales in the preclinical biomedical/pharmaceutical and demonstration of executing complex sales strategy for the growth of high opportunity value accounts as well as proven ability to negotiate and close new business opportunities by consistently demonstrating the ability to manage multiple, complex projects.

Please submit a cover letter of interest with your current resume!

Responsibilities

- * Meet with current and prospective customers at high value accounts to identify high growth opportunities where JAX solutions (Mice and Services) create scientific value for their research and drug discovery programs and help accelerate their business.
- * Maintain CRM database with updated customer information as well as updated information on business opportunities.
- * Provide consultative solutions that create a collaborative relationship to address the unique needs of our customers.
- * Develop and execute strategic account plans, qualify leads and close business
- * Develops impactful relationships with decision makers at assigned accounts to impact increase JAX usage in a programmatic fashion.

Qualifications

BS/BA required in Life or Animal Sciences, MS/MBA desirable.

- * Direct biomedical or animal science sales experience including documented, successful field territory management experience or equivalent leadership experience.
- * Demonstrated ability to lead, direct, train and mentor teams.
- * Ability to Travel up to 60% - dependent on Account Portfolio.
- * Strong verbal and written communication skills.
- * Ability to build strong relationships with external and internal customers.
- * Strong consultative selling skills and proven capability to close sales.
- * Ability to take direction and act in the best interest of the Sales Team and The Jackson Laboratory.
- * Must possess valid driver's license and satisfactory driving record.
- * Performs other job-related duties as assigned.

About JAX:

The Jackson Laboratory (JAX) is an independent, nonprofit biomedical research institution with

more than 2,400 employees. Headquartered in Bar Harbor, Maine, it has a National Cancer Institute-designated Cancer Center in Augusta, Maine, a genomic medicine institute in Farmington, Connecticut, and facilities in Ellsworth, Maine, Sacramento, California, and Shanghai, China. Its mission is to discover precise genomic solutions for disease and empower the global biomedical community in the shared quest to improve human health.

JAX employees work in a collaborative, value-driven, and team-based environment where the focus is on advancing science and improving patients' lives. Researchers apply genetics to increase the understanding of human disease and advance treatments and cures for cancer, neurological and immune disorders, diabetes, aging, and heart disease. JAX was voted among the top 15 "Best Places to Work in Academia" in the United States in a poll conducted by The Scientist magazine!

EEO Statement:

The Jackson Laboratory provides equal employment opportunities to all employees and applicants for... For full info follow application link.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.