

About GenScript Biotech Corporation

Founded in 2002 in New Jersey, GenScript Biotech Corporation accelerates innovation in biotech and healthcare by providing researchers and companies with the building blocks needed to develop groundbreaking treatments and products. Guided by its mission to Make People and Nature Healthier Through Biotechnology, and its role as a well-recognized biotechnology company, GenScript has a team of approximately 6,165 employees and has served more than 200,000 customers across over 100 countries and regions.

Position: Sales Account Manager, South Korea

Report to: Head of Business Development, South Korea

Position Summary

The Sales Account Manager (SAM) is responsible for implementing sales and marketing strategies and tactics for related product/service lines to achieve sales and profit goals in their designated geographic territory. The SAM is expected to use his/her knowledge of the business and external contact to expand and deliver profitable initiatives to the organization. We welcome **entry-level talents with no prior sales experience**. What we value most is your **strong passion for sales and business development, as well as self-motivation to grow in a global life science business environment**.

Key Responsibilities:

- Achieve the agreed monthly/quarterly/yearly sales and/or profit goals.
- Contribute to the development and implementation of sales strategies and tactics for products/services, new markets and new applications.
- Work together with Sales/BD Managers and Technical Account Managers to ensure all possible actions are taken to secure business in competitive situations.
- Share market knowledge and customer feedback with Senior Management, Sales and Marketing teams.
- Report timely to Head of Business Development including:
 1. Written reports as requested
 2. Documentation of sales activities via CRM system: Sales Account Manager (SAM) will be responsible for implementing sales and marketing strategy and tactics for related product/service lines to achieve sales and profit goals in their designated geographic territory.
- Introduce GenScript to new markets – Industrial/Academic/Government institutions.
- Drive business expansion in collaboration with inside technical support team (TAM).
- Build a business reference network for business expansion.
- Work through channel partners and key customers to achieve the sales targets

Qualifications:

- Masters or PhD in Biology / Life Science discipline
- At least 1 year of hands-on lab experience preferred; Life science research, molecular biology or related research experience is a plus)
- Genuine passion for sales, client engagement and business growth, along with strong self-drive, are core requirements for this role.

- Knowledge of the Biological and CRO market with an emphasis on one or more of the following: Gene Synthesis, Protein, Peptide, BioAssay, Antibody or Cell Line, Products, and Services.
- Socially active within the network of the life science industry.
- Ability to communicate effectively in English, verbally and in writing.
- Ability to work independently or within a team and drive to succeed in an international business environment.
- Ability to accurately forecast sales within the territory on a monthly basis.
- Ability to travel overnight up to 10%.

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