



Inside Sales Representative

Company Overview

OrganaBio is a Miami-based CDMO that manufactures clinical (cGMP) grade cells for cancer immunotherapy and regenerative medicine drug developers. OrganaBio's vision is to accelerate the development of these drugs by giving developers access to (i) fresh and scalable tissue supplies; (ii) cell isolation, purification, expansion, and characterization services; (iii) process development services; and (iv) clinical manufacturing services. At OrganaBio, we empower our customers' people, process and products on their journey to commercialization. Our team is comprised of highly motivated individuals who thrive in a fast-paced environment and are adept (and like) to deal with different tasks within a work week. Medical, dental, vision and 401(k) benefits are included with full time posted positions.

Job Profile

The Inside Sales Representative is a highly rewarding position critical to the success of the OrganaBio commercial team. The successful candidate will help drive new business in key markets by identifying product-solutions fit and curating initial touchpoints with prospective clients. OrganaBio is a rapidly expanding company with excellent opportunities for career development and upward mobility. The Inside Sales Rep will work closely with the Director of Sales and the entire Corporate Development team to drive customer acquisition and support our clients' projects.

Primary Responsibilities

- Demonstrate a thorough understanding OrganaBio's portfolio of RUO and GMP compliant products/services.
- Work cross-functionally with members of the Corporate Development team to meet department and corporate objectives.
- Create a measurable and attainable prospecting schedule to engage with target accounts.
- Routinely send warm emails, messages, and make phone calls to prospective leads as a first touchpoint.
- Accurately qualify leads and create tasks in our CRM.
- Ensure a smooth transition of accounts to the outside sales team.
- Field post-sale client questions and serve as the first layer of support.
- Interface with Operations, Manufacturing, etc. to assure timely delivery of products to customers.
- Regularly check with clients for customer feedback and to understand additional project requirements.
- Act as the voice of customer to make sure OrganaBio is positioned for success amidst a rapidly changing competitive landscape.



Requirements

- Bachelor's Degree in the life sciences or related area preferred.
- 1-2 years of sales experience with the sourcing of cellular starting material, cell culture, cell biology, molecular biology, or relevant discipline is preferred but not required.
- Ability to work flexible hours to meet business and/or customer needs.
- Maintain honesty, integrity, and an excellent work ethic.
- Excellent interpersonal, organizational, communication, and listening skills.
- Basic to intermediate skills in Microsoft Office and CRM software (SFDC, HubSpot).

Employment Type

- Full-time
- This position may be remote and does not have to be Miami-based. Successful candidates will be able and willing to travel to OrganaBio HQ in Miami as needed.

It is strongly preferred that successful applicants for positions are fully vaccinated against COVID-19.

OrganaBio is an Equal Employment Opportunity employer. OrganaBio prohibits any form of unlawful harassment or discrimination against applicants for employment or employees on the basis of any legally protected status entitled to protection under federal, state, or local law.

DISABILITY ACCOMMODATION FOR EMPLOYMENT APPLICATIONS OrganaBio is committed to providing reasonable accommodations to enable applicants with disabilities to have equal opportunity to search for a job opening or apply for a position. Any applicant requiring assistance with our career opportunities website or who needs an accommodation due to a disability, should send an e-mail to careers@organabio.com. This email address is not for general employment inquiries or correspondence. We may only respond to those requests that are related to the accessibility of the online application system due to a disability.