



## **Regional Scientific Sales Manager**

### **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 Regional Scientific Sales Manager is a critical and highly rewarding position responsible for achieving annual territory goals and advancing the company's mission and vision. Equally important, this position offers the right candidate the opportunity to consult directly with clients to drive their cell therapy programs to clinic faster. OrganaBio is a rapidly expanding company with excellent opportunities for career development and upward mobility. The successful candidate should ideally be located on the west coast, but we will consider excellent candidates located in other parts of the US.

### **Primary Responsibilities**

- Create a measurable territory business plan to meet quarterly and annual sales goals.
- Track, report and analyze territory opportunities with the Director of Sales on a routine basis.
- Accurately forecast closed opportunities and revenue on a quarterly basis.
- Maintain strong relationships with key accounts and penetrate existing business.
- Prospect for new opportunities and onboard new accounts.
- Consult with clients to develop a strong understanding of their overall project plans/phases.
- Demonstrate thorough understanding of OrganaBio's portfolio of RUO and GMP compliant products/services.
- Develop sales solutions for clients' project requirements and be able to communicate those solutions in convincing presentations.
- Work cross-functionally with other business units to maintain a culture of teamwork and maximize annual revenue.
- Act as the voice of customer and work closely with marketing to make sure OrganaBio is positioned for success amidst a rapidly changing competitive landscape.
- Travel to client meetings, vendor shows and conferences to demonstrate new products and capabilities.



## **Requirements**

- Bachelor's Degree in the life sciences or related area.
- Minimum of 2 years sales experience with the sourcing of cellular starting material, cell culture, cell biology, molecular biology or relevant discipline.
- Proven sales track record.
- Comfortable traveling to customer sites, including overnight travel that will vary depending on territory.
- Comfortable with working in a fast-paced start-up environment.
- 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 softwares (SFDC, Hubspot).

## **Employment Type**

- Full-time
- This position will necessitate travel to OrganaBio HQ in Miami and customer sites, 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](mailto: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.*