

SCIENTIFIC RESOURCES

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Scientific Resources is looking for outstanding Life Science Account Manager to join our ever-growing Sales & Account Management team!

The Account Manager is responsible for managing and developing the Life Science portfolio of business, which includes driving revenue, business consulting, cultivating client relationships, and identifying new sales opportunities. We value candidates who are proactive, results-driven, and thrive in team-oriented and, fast-paced environments.

Team Motto:

We don't just sell, we solve problems. We are results-oriented with a focus on qualifying customer's needs and matching them with the best solution we can offer. Working closely with the dynamic and resourceful Scientific Resources team across different management and executive levels, we help each other to achieve customer's scientific goals.

Responsibilities:

- Cultivate and nurture consultative relationships with an existing set of clients; develop thorough understanding of client scientific needs, both current and future, by acting as a partner and trusted advisor.
- Perform all aspects of account management for mid- and top-tier accounts, including: managing day-to-day relationship, overseeing all client activities and ensuring client success with satisfaction;
- Identify new business opportunities and current obstacles including competition and existing platforms.
- Consistently exceed quarterly revenue targets
- Play an active role in various team building activities, training, and initiatives.
- Own and drive initiatives to improve effectiveness and efficiency of client-related and cross-functional activities

Requirements:

- If you are a fresh graduate who do not have the relevant experience, but think you do fit the bill of what we are looking for, you are more than welcome to apply!
- Diploma/Degree in Life Sciences.
- 1-2 years of relevant experience in Account Management or other Sales-related functions preferred.
- Passion for building and managing relationships
- Demonstrated track record of exceeding client and revenue expectations; ability to successfully close new business as well as manage and grow existing accounts
- Proven ability to derive and effectively communicate insights from analyzing data
- Excellent interpersonal communication and analytical skills
- Entrepreneurial mind-set.
- Willingness to share knowledge, facilitate team rapport, and maintain excellent cross-functional partnerships

What we look for:

- You want to be part of an organization with a transparent and agile environment where you can communicate freely and openly.
- You look for novel and creative solutions to complex problems.
- You are an independent thinker who is self-motivated and thrives in a fast-paced work environment.
- You are passionate about winning and thrive in a culture of learning and training – you are both open minded on others' opinions and take advantage of opportunities to help and train colleagues.

What's in it for you?

- Competitive salary and benefits with commission, car allowance, bonuses and fringe benefits commensurate with qualification, experience and potential of successful candidates.
- Opportunity to learn from the industry's best and experienced team.
- Excellent career prospects to lead a team of your own and potential regional experience.