



**Position:** Director of Biopharma Accounts

We are searching for a candidate with a proven track record of sales talent to help us drive Nanome's growth in the biotech and pharmaceutical industry. The candidate would be proactive in searching for new prospects, build the pipeline, and schedule meetings to assess interest and understand the potential customer's needs and processes.

**Responsibilities include:**

- Partner with application scientists to generate prospects and close deals
- Prepare and distribute material to potential customers
- Participate in conferences and other lead generation activities
- Collaborate closely with product management
- Become thoroughly familiar with the benefits Nanome offers to deliver compelling demonstrations that display the product's value proposition
- Assess the potential of new customers and plan to realize it into business
- Assess and analyze customer needs and respond to customer enquiries
- Lead generation and qualify inbound leads
- Lead progression (product presentations, demos, evaluation)
- Deal proposal generation and negotiation
- Deal performance and growth

**Requirements:**

- Experience in a biotechnology, pharmaceutical, or enterprise software sales environment
- Experience with 6-7 figure deals, in particular growing them
- 5-7 years of sales experience
- Bachelor degree in Chemistry, Biology, Physics or related field
- Established relationships in Biopharma industries
- Established relationships in *in silico* drug discovery or computational chemistry field
- Experience in channel partner management
- Willingness & ability to travel

If interested, please send us your resume via email to [jobs@nanome.ai](mailto:jobs@nanome.ai)

**About Nanome:**

Our virtual reality software for molecular modeling and simulation that allows users to manipulate molecular structures with their hands and collaborate with anyone in the world. Our users range from top pharma companies, biotechs, graduate-level research labs, to entry-level chemistry classes. We are an early stage, revenue-generating, VC backed startup that spun out from UC San Diego. We have previously built a blockchain-based platform for scientific collaboration and have a blockchain development division.

**Location:** San Diego Innovation Center (The Pyramid in Miramar)

7310 Miramar Rd Suite #410, San Diego, CA 92126

**Commitment:** Full time (Local or Remote)