



Position: Sales Operations Manager

We are searching for a candidate with a proven track record of sales operations and management talent to help us drive Nanome's growth in the biotech and pharmaceutical industry. The candidate would oversee the sales funnel and optimize the sales process.

Responsibilities include:

- Increase sales productivity by overseeing and optimizing the sales funnel
- Select, implement, and manage sales automation tools
- Manage CRM data
- Perform sales forecasting
- Define quarterly objectives, standardize business reporting, and create dashboards with and for management.
- Work with sales leadership to develop organizational goals
- Assist with on-boarding new sales reps (application scientist & account executives)
- Help manage sales and application scientist personnel.

Requirements:

- Strong organizational, data driven, analytical, and problem solving abilities.
- Experience in a biotechnology, pharmaceutical, or enterprise software environment
- Bachelor degree in Economics, Business, Data Analytics, or related field
- Excellent interpersonal, written, and oral communication skills
- Program Management capabilities
- Ability to identify and lead growth enabling initiatives
- Have owned end-to-end processes of tracking the sales process and conversion rates throughout the sales funnel
- Built reports that inform sales reps and management on historical results, current performance, and expected results in the future
- Ability to work independently with minimum supervision
- Experience working in B2B, biopharma, scientific sales processes
- Self-motivated, collaborative, and highly analytical

Preferred:

- Experience in global business development
- Experience selling software to directors of life sciences companies that conduct drug discovery R&D.

If interested, please send us your resume via email to 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)