

Sales Executive

REVIVO BioSystems is an innovative and customer-oriented company founded by a team of engineers and biologists, with many years of experience in biomedical engineering, cell cultures, microfluidics and tissue engineering. The company is aiming to become the Asian and global leading provider of enabling technologies and services for *ex vivo* and *in vitro* testing of chemicals, ingredients, cosmetic formulations and therapeutics. Our goal is to deliver products and services with unmatched quality, consistency, reproducibility, and ease-of-use. We are on a fast growing trajectory and are looking to expand our organisation to further support the company's expansion, ambitious sales growth, and build more opportunities to make the world a more sustainable and ethical place.

We are looking for an independent, highly motivated and results driven individual, as our "Sales Executive". This role is crucial to the growth and rapid expansion of our products and testing services. To date we have generated strong client traction, and in this individual's role, the Sales Executive will play a key role in furthering client acquisition trajectory.

The Sales Executive is responsible for identifying and outreach to target clientele, participate in clientele engagements with product and service needs identification, and contribute significantly to the process of client conversion. This includes translating the identified client needs into an attractive and distinctive proposal and quotation, with the support of the Head of Business Development and additional key company stakeholders.

In the individual's client-facing role, the Sales Executive is a key individual to build trust between the client and the Company, and to develop productive and long-term client relationships. Across all interactions with external partners and clients, she/he will uphold the highest levels of integrity, trust, professionalism, and continue building the REVIVO Brand image and reputation.

The Sales Executive also plays a leading practical role in keeping REVIVO's understanding up to date in terms of any trend developments in client's needs & requirements, as well as competitive developments. The person in this role represents the company externally through event engagements with clients and stakeholders, presentation of REVIVO where required and stay abreast of sector trends and needs, and proactively inputs to the Business Development team.

The Sales Executive works seamlessly with the Business Development and Marketing Team, and is accountable to the Head of Business Development.

The person in this role is a key figure in the outward facing and public image in the organization, able to inspire REVIVO BioSystems team towards the goal of a more ethical and efficient animal-free testing world.

KEY ACCOUNTABILITIES/RESPONSIBILITIES

- Boost REVIVO BioSystems' service sales in the pharmaceutical and relevant BioMedical research sectors.
- Identify and engage new leads and convert them into repeat clients.

- Establish the needs of the customer and recommend the appropriate services & products.
- Convey technical information to customers in an easy-to-understand manner.
- Follow up with customers to maintain, enhance, and deepen the relationship, and to identify & resolve any issues that may arise.
- Keep leads/customers engaged and informed about new services/products & company updates.
- Identify, organise and attend relevant customer training sessions, conferences, local & overseas tradeshows with the purpose of helping the company generate high quality leads, promote the company's products and test services, and build strong relationships within the pharmaceutical and BioMedical research sectors.
- Maintain customer records, timely updates and records of customer meetings and progress in the CRM system.
- Where necessary, assist the Head of Business Development with the compilation of proposals and reports related to the sales portfolio.
- Ensure sales targets are consistently met, and that contingency plans are in place.
- Gain in-depth understanding of REVIVO's technology and contribute to new ideas, in particular for leveraging the organ-on-a-chip capabilities of REVIVO based on industry trends, customer feedbacks and insights gathered from industry events.
BioSystems' technology, encouraging internal scientific discussion and debate
- Be the client's reference person for timely communication, support in troubleshooting and discussion on follow up work
- Integrate with REVIVO BioSystems' team and contribute to other tasks as appropriate

MINIMUM REQUIREMENTS – EDUCATION AND EXPERIENCE

- A BSC graduate in the field of Bioengineering/Chemical engineering or any other relevant STEM fields.
- Minimum 2 years experience as a sales executive in a scientific/technology environment. Having experience in the pharmaceutical sector is a plus.
- Independent and a self-starter, with exceptionally strong customer service, verbal and written communication, team working and interpersonal skills
- Strong empathic listening & analytical skills with a solid track record of identifying customer needs.
- Professional, candid, tenacious yet friendly demeanor in all interpersonal interactions
- Experience with *ex vivo* and *in vitro* safety and efficacy tests (preferably for any available REVIVO BioSystems's tissue model)
- Detail and result oriented and flexible to the needs and ambitions of a fast growing startup
- Analytical thinker who can manage priorities, problem-solve and manage multiple tasks
- Able to travel locally and internationally as needed.