

Area Director Sales

Golden Helix is a leader in clinical analytics software for Next Gen Sequencing data. We cater to the needs of the clinical genetic testing market as well as research institutions. We have established a global presence, working with hundreds of organizations, including hospitals, testing labs, research organizations, the pharmaceutical industry, and governmental entities worldwide.

We are in search of a skilled and professional sales representative with a strong track record to oversee a territory and drive revenue growth by promoting Golden Helix products to both new and existing clients. This role is ideal for individuals with prior business-to-business sales experience who are adept at negotiating lab and enterprise software solutions with discerning and knowledgeable customers, and who are eager to make a significant impact within a cutting-edge, fast-paced environment. Candidates with less experience are also encouraged to apply; we offer entry-level inside sales positions focusing on prospecting for territory managers and engaging with prospects funneled through our marketing efforts. This position offers substantial opportunities for advancement, including the potential to manage an entire territory down the road.

Job Description:

As a member of the sales team, you will drive revenue by managing a territory and targeted accounts. You will have the opportunity to prospect within your territory, follow up with incoming leads and proactively contact customers to sell additional functionality or additional licenses, as well as generate referrals for new business. You will also have the opportunity to follow up with customers and prospects who attend marketing events, including webcasts, workshops or tradeshows. We will teach you how to close deals and ultimately help you to grow into a Area Director role.

In return we offer:

- Uncapped commission pay, insurance package, and 401(k) with a generous employer match. In addition to that, equity incentives are available.
- An exciting role at a professional, well-respected and exciting company, staffed with highly skilled, entrepreneurial colleagues, all while living in one of the most beautiful places. We also are open to hybrid or remote job arrangements within the United States.
- A chance to have a direct impact on the growth of our company at the leading edge of Precision Medicine.

Requirements:

- Ideally, 5-7 years of business-to-business inside sales (phone sales) experience. Previous experience selling software or technology solutions in the healthcare space strongly preferred. We are also willing to consider a less-qualified candidate who will work with the CEO and other Area Directors to proactively contact prospects with the potential to move into a full Area Director role.
- Proven track record to achieve and exceed sales quota.
- Exceptional prospecting skills.
- The ability to handle dozens of opportunities in parallel.

- Strong closing ability.
- Savvy and polished – must be able to sell complex technical solutions to a sophisticated customer base.
- Strong oral and written communication skills as all of your communication with customers will be via zoom, teams, phone and/or email.
- Must be willing and able to quickly learn genetics domain knowledge.
- Organized, self-motivated and results-driven.

To Apply:

Sell us on why you're the right person for the job: send your resume and the reasons why we should hire you to personnel@goldenhelix.com.