

Business Development Manager

Japan

Description

Novogene business development manager is responsible for identifying and developing strategic business relationships with local distributors and other potential customers. The ideal candidate will take the lead in the development of new business opportunities that supports strategy.

Duties/responsibilities

Drive the new business prospecting in NGS service

Open new business leads

Find and create new business opportunities

Accountable after the commercial order

Determine and implement the company's distribution strategy to deliver sales and profitability targets

Attend conferences and professional association meetings and promote Novogene product solutions and brand

Responsible for collecting market information and communicating current and emerging needs for current and new accounts, and analyzing the local market landscape

Qualifications

Master degree or above and major in Medicine, Biology, Biotechnology or equivalent

Minimum 2 years-experience in NGS industry or academic research area

Excellent written and verbal communication skills in Japanese

Excellent communication, language and social skills

Ability to travel moderately within assigned territory

If you're interested in applying for this position, please send your resume or CV to:
asia@novogene.com