

Job 20181221#1 description:

Position Title: MGI Business Operations Manager

Report to: Regional General Manager

Location: Australia

[MGI](#), the instrument manufacturing subsidiary under BGI, is hiring Business Operations Manager in Australia. MGI is committed to enabling effective and affordable healthcare solutions for all. Based on its proprietary DNB Seq™ technology, MGI's multi-omics platforms include genetic sequencing, mass spectrometry and medical imaging. MGI has more than 800 employees worldwide and strives to be a leading innovator in life science technologies.

Responsibilities:

- Develop, implement and monitor the regional business plans to meet assigned target of revenue and strategic objectives.
- Responsible for directing, supporting and motivating the regional team to meet targets and objectives.
- Establish territory quotas and achieve the quarterly and annual sales and profit plan as assigned.
- Provide routine forecast, monitoring and control of sales and expenses for the region within assigned expense budget.
- Provide routine forecast on customers' demand as accurately as possible i.e. products, quantities, pricing, orders, and shipments.
- Follow through MGI's commitment to perpetually improve the customer satisfaction.
- Responsible for managing local distributor and carry out monthly/quarterly performance reviews.
- Drive a high level of interaction and engagement with other functional departments (e.g., Marketing, Customer Solutions, Logistics) and local team & staff to ensure coordination of activities and alignment with common goals.
- Utilise and update the information on Salesforce closely in compliance with the company policies and practice standard.

Education/Experience:

- Bachelor or Master of Science, or equivalent degree in Life Sciences or Genomics.
- Excellent sales experience in the Life Science industry or related fields.
- Strong technical background in genomics, genetics or life sciences is required.
- Strong communication skills.
- Excellent English language skills in both writing and speaking.
- Some level of Chinese language skills (listening and speaking) would be considered as a plus, but not essential.
- Willing to travel.
- Australian citizens or residents with the legal rights to work in Australia are welcome to apply.

To submit an application for this role, all applicants must supply the following documents: Cover letter, Resume and a Statement to address the required skills listed above to bgi-australia@genomics.cn. You must have the legal right to work in Australia to apply for this job.