

Position: Business Development Manager

Location: Australia (Sydney, Melbourne, Adelaide or Perth)

Join the world's leading integrated solutions provider of precision medicine #Omicsforall

BGI Genomics was founded in 1999 with the vision of using genomics to benefit mankind and has since become the largest genomic life science organization in the world. With a focus on research and applications in the healthcare, agriculture, conservation, and environmental fields, BGI has a proven track record of innovative, high-profile research, which has generated over 2,000 publications, many in top-tier journals such as Nature and Science. BGI is now operating and serving customers in more than 100 countries and areas and with around 10,000 employees all over the world.

Our mission is to transform people's lives for the better. We don't hesitate to take bold decisions that can help us to achieve new breakthroughs. We believe that the success of our business will mean a better world for people to live in. **#Trans-omics for a better life**

Our vision is to be a world leader in the age of life sciences.

Our core values are Curiosity, Application of Knowledge, Working for the betterment of Mankind

Why join us?

Here at BGI we bring the most talented and dedicated to science and business professionals to act as one to deliver the outstanding technology and services to people.

Our multicultural team is engaged in a challenging work that brings satisfaction and unlimited professional growth. We keep learning and upgrading ourselves, we support each other in order to achieve the best result. Our message to the world is simple – make everyone's life healthier and longer with the help of BGI.

Why do we want you?

We invite to partner only the best experts who will work side by side promoting BGI's values, products and services. That's why, we are confident that your business expertise and deep knowledge of genomics will help us deliver our message to the world and build strong relationships with a community

Your duties as Business Development Manager include but are not limited to the following:

- Responsible for formulating and implementing effective sales plan; achieving the regional sales goals within the budget, developing key account sales strategy.
- Understand and master the company's current portfolio of products and services. Stay abreast of technology developments, market competition, laws, and regulations relevant to the business.
- Use resources and conduct research to identify the sales plan and strategy for different market segments.
- Carry on regional business analysis and report to line manager on a regular basis. Evaluate the budget performance, product performance, operational efficiency, and report recommendations and results to the team's leader
- Develop new business opportunities in Translational institutes, universities, academia, clinical, pharmaceutical, and other customer market segments;
- Develop and maintain relationship with key opinion leaders; use clients' resources and feedback to expand the influence of BGI, and to safeguard key market opportunities.
- Responsible for selling provided company products portfolio and achieve the associated sales targets
- Participate in national and regional conferences, trade fairs and company meetings

- Work collaboratively with the local team
- Other tasks assigned by line manager

Organization:

- Work in coordination with project managers, production teams and others to guarantee the smooth implementation of the projects, and timely and correctly communicate the project status to the clients;
- Work closely with the product managers to promote product development through collaboration with key customers.
- Understand BGI's values and expand BGI's vision in the markets

Job Knowledge, Skills and Experience:

- Experience of working with medical, doctor and GP communities including hospitals and private clinics.
- In-depth knowledge of NGS, IVD and Translational markets and of customer needs in this industry.
- In-depth knowledge of selling next generation sequencing and other genomics services such as micro-array, genotyping, in vitro diagnosis, etc.
- Excellent communication, analytical and organizational skills.
- Willingness to travel and fluency in English language.

All applicants are assured confidentiality and only shortlisted applications will be contacted. To submit an application for this role, all applicants must supply the following documents: a Cover letter to address the selection criteria listed above and your Resume to runze.ding@genomics.cn. You must have the legal right to work in Australia to apply for this job.