

Position: Business Development Manager

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

About BGI

BGI was founded in 1999 in China with the vision of using genomics to benefit mankind and has since become the largest genomics 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 3,500 publications, with 410+ publications in top-tier journals such as Nature and Science.

About MGI

MGI is one of the subsidiaries of BGI Group, it is committed to building core tools and technology to lead life science through intelligent innovation. With a focus on R&D, production, and sales of DNA sequencing instruments, reagents, and related products, MGI provides real-time, panoramic, and full-life-cycle equipment and systems for precision medicine, precision agriculture, precision healthcare, and other relevant industries.

MGI is a leading producer and one of the few companies in the world that can independently develop and mass-produce clinical high-throughput gene sequencers, its multi-omics platforms include genetic sequencing, medical imaging, and laboratory automation.

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

- Providing professional solutions to customers based on technical skills in the NGS field and achieving the sales target.
- Customer visiting, in-time response to technical inquiries from the customers, and providing professional technical consultation services.
- Providing products, technologies, and solutions training to the sales team, cooperating with the sales team to achieve the sales target.
- Monitoring the latest technologies and trends in the NGS field. Developing and working closely with KOLs for efficient product promotion.
- Participating in marketing activities, and hosting technical seminars.
- Providing product introduction/update/technical seminars regularly to the customers.
- Collecting feedback on market information, and competitors' information to marketing and R&D departments for strategy planning.

Job Knowledge, Skills, and Experience:

- Bachelor degree or above in Molecular biology, cell biology, immunology, genetics or bio-informatics.
- Be familiar with Next Generation Sequencing, genomics, genetics field, be familiar with gene sequencers or application areas.
- At least 10 years of sales/technical support experience in genetics/genomics-related instruments, and a good sense of service.
- Excellent in communication, coordination, and teamwork, willing to accept challenges, and stress-tolerant.
- Self-motivated, willing to learn new technologies and skills, be adaptable to frequent business trips.

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.