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Nucleome Informatics Private Limited

Nucleome Informatics is the fastest growing next-generation sequencing and bioinformatics service provider in India with many academic and industrial customers worldwide. With a vision of learn, serve and discover science Nucleome has constantly thrived to provide revolutionary genetic analysis solutions for analyzing genomes, transcriptomes, metagenomes, and epigenomes data and products to fill the gaps of this fast-moving genomics research industry.

As per the strategic expansion plan of the sales force and the project management team we have following openings:

1. Business Development Executive - Delhi
2. Business Development Executive - Chandigarh
3. Business Development Executive - Hyderabad
4. Business Development Executive - Kolkata
5. Business Development Executive – Mumbai
6. Sales Support Executive - Hyderabad

Please find the Key responsibilities and competencies for the candidates to be recruited.

Business Development Executive – 5 Posts (Delhi, Chandigarh, Hyderabad, Kolkata and Mumbai)

Key Responsibility

- Find out prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.



- Set up meetings between client decision makers and company's practice leaders/Principals.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.

Competencies

- A good understanding of the Genomics industry.
- Well versed with the various branches like genomics, proteomics, Metagenomics, Epigenomics etc.
- Use a variety of styles to persuade or negotiate appropriately.
- Strong leadership skills with proven verbal and written communications skills with demonstrated ability to work effectively across internal and external organizations.
- Self-driven and motivated people
- Should be open to travel

Salary: Rs. 14,500/- per month excluding DA and incentive for the probation period of 6 months. After the successful completion of the probation period, the salary will be revised to a **CTC of INR 3.00 Lakhs per annum** including DA and incentives. Incentives will be based on the performance and DA will be based on the Daily Report sent on regularly basis.

Employment Type: Permanent Job, Full Time

Probation Period: 6 months

Bond and Notice Period: The employee has to sign a bond period of 12 months with the company and has to serve the notice period of 2 months in case of resignation.



Sales Support Executive – 1 Post (Hyderabad)

Key Responsibility

- Stay up-to-date with latest sales trends and best practices.
- Providing support to the sales team and customers during the sales process.
- Help customers resolve sales-related issues in a timely manner, generally providing real-time support.
- Find out prospect for potential new clients and turn this into increased business.
- Time to time checking of the tenders and RC issued by the universities and apply them on time.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Work with team to develop proposals/ quotations that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Maintaining and updating the client data base on timely manner.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Identify bottlenecks in the sales process.
- Suggest solutions in a timely manner.
- Identify needs for sales skills improvement.
- Supporting other employees by answering all of their sales related questions and concerns.

Competencies

- A good understanding of the Genomics industry
- Well versed with the various branches like genomics, proteomics, Metagenomics, Epigenomics etc



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- Strong leadership skills with proven verbal and written communications skills with demonstrated ability to work effectively across internal and external organizations
- Self-driven and motivated people
- Proficiency in MS Office
- Understanding of sales process, preferably with customer service experience
- Sense of ownership and pride in your performance and its impact on company's success
- Critical thinker and problem-solving skills
- Team player
- Good time-management skills
- Great interpersonal and communication skills

Salary: Rs. 14,500/- per month for the probation period of 6 months. After the successful completion of the probation period, the salary will be revised to a **CTC of INR 2.40 Lakhs per annum.**

Employment Type: Permanent Job, Full Time

Probation Period: 6 months

Bond and Notice Period: The employee has to sign a bond period of 12 months with the company and has to serve the notice period of 2 months in case of resignation.