



BLACKSHEEP VIETNAM CO., LTD

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Registered in Vietnam: 0108567193

Genomics Application Analyst – Single Cell Genomics

Full time position

Location: Hanoi, Vietnam

Report to: Single Cell Specialist – USA market, Regional Manager

Blacksheep is a fast-growing international science and technology company – a great place to develop your career in Vietnam. Focusing on the development of world leading products for high growth markets, the company designs, develops and manufactures truly innovative products in Vietnam. Our projects in Vietnam range from high power electric motorbikes to medical machines. Our products are used for many scientific applications including biology, chemistry, biotech research, material sciences, and scientific discovery. All of our products need to follow appropriate ISO standards.

Our partner, Blacktrace Holdings Ltd., headquartered in the U.K, is increasing their activities for the leading Single Cell Instrument brand - Dolomite Bio in the US. Blacktrace presently has a successful relationship with Blacksheep in Hanoi as a partner for Sales and Marketing in Asia and would like to expand the scope of this relationship. Therefore, we are looking for young and energetic Analysts who have scientific backgrounds and would like to pursue a career in sales. You will be working with world-class scientists to deliver cutting-edge technology used for life-changing applications.

Due to the nature of the role, we expect you to be completely fluent in English and be a proactive individual by nature.

Main tasks:

The main responsibility of the Genomics Application Analyst is to find and qualify leads in the US market. You are expected to be a proactive individual, who will be able to source and nurture prospects into high quality sales leads within the Single Cell Research space, that have high chance of being converted into sales opportunities. You will be the first person to approach contacts that you have found, to engage and generate interest in Single Cell Instrument.

Your typical duties will include but are not limited to:

- Identify new prospects and sufficiently nurture them into sales qualified leads by phone and email
- Work closely with Marketing to further qualify and nurture prospects generated from Marketing pipelines
- Assist the US single cell specialists in meeting sales targets
- Quickly understand a potential customer's needs and technical concepts
- Navigate through sites such as ResearchGate, Google Scholar and use tools such as LinkedIn, to find potential contacts who are interested in Single Cell Research and could potentially become Dolomite Bio's customers
- Make cold calls, and use e-mail to engage with newly found contacts
- Work closely with Dolomite Bio's US based Single Cell Specialists for opportunity conversion
- Work with world-class scientists/researchers both in academia and industry, such as those from leading Biotech/Pharma/Genome Centre to engage Dolomite Bio's educational content
- Ensure leads are qualified in a technical and commercial manner and be passed to the Single Cell Specialists for follow up
- Input and process prospect and lead information within SFDC

Required skills and capabilities:

- Undergraduate degree or equivalent qualification in Biology/Molecular Biology/Genomics/Biotechnology. Other scientific backgrounds only considered if having significant exposure to Biology.

- Experience in scientific sales is desirable
- Fluent in English and relevant regional language skills, both oral and written.
- Excellent team, communication, and interpersonal skills
- Excellent organizational skills and the ability to multi-task, follow up and execute business deals
- Ability to work individually and as well as part of a team
- Experience in working with CRM system such as Salesforce is desirable
- Understanding of business culture in the US is desirable

Benefits:

You will be rewarded with a competitive salary, 20-day annual leave, premium medical care.

If you would like to apply for this position, please email your covering letter addressing each of the job requirements and CV to:

admin@blacksheeppower.com for the attention of **Ms Giang Nguyen, Operations Director**

We look forward to hearing from you!

Blacksheep Vietnam Co., Ltd.