

**Global Headquarters**

4105 Hopson Road, Suite 146  
Morrisville, NC 27560 USA

info@kymanox.com

General +1 919.246.4896

Tuesday, 18 September 2018

**PERMANENT, FULL-TIME JOB OPENING:**

**FOR PUBLIC RELEASE**

**Business Services Manager / Sales Manager**

NOTE: Exact title commensurate with incoming qualifications.

**Reports to CEO**

**APPROVED**

By Stephen Perry at 5:31 pm, Sep 18, 2018

**About Kymanox:**

Kymanox is a diversified organization that helps its clients in the biotechnology, pharmaceutical, and medical device industries. Besides providing contract services, we also develop and maintain products for use in the same industries. Kymanox was founded in 2004 and has been growing steadily since its inception. Our clients range from Fortune 100 companies to virtualized, venture-backed start-ups.

**Division/Region:**

Kymanox Corporate (HQ)

Domiciled: Near RTP Headquarters (Durham, North Carolina USA).

Sales Territory: Global, but with support focus on US, East Coast, NC, Chicago, and Boston; exact territory coverage will be determined based on a variety of factors.

**Group:**

Business Services

**Timing:**

Applications: Now to December 2018

Interviews: Now to December 2018

Start Date Range: October 2018 to January 2019

**Educational Background:**

Bachelors of Science in a STEM degree (Science, Math, or Engineering) from an accredited institution. Continuing education or certificates in sales, engineering, quality, and regulatory affairs a plus. Note: Preference will be given to candidates with Engineering backgrounds or equivalent technical work experience.

**Experience:**

2 to 7 years of proven sales experience in the Biopharma and/or Medical Device industries (i.e., Life Science) with knowledge and/or contacts in two or more of the following practice areas:

- Validation (Equipment, Facility, Utility, Process, Cleaning, Method, Computer)
- CGMP Manufacturing (Pharma, Biotech, Device)
- Process Engineering or Technical Services or Manufacturing Sciences
- Quality Control or Analytical Science
- Quality Assurance
- Regulatory Affairs
- Project Management or Program Management
- Technology Transfer
- Clinical or Medical
- Late State Process or Product Development (Pharma, Biotech, Device)

**Job Description:**

This new Kymanox sales role will act as a professional services salesperson working closely with the CEO, as well as with the Senior Leadership Team (SLT) and all Kymanox group heads. The ideal candidate should have an Engineering (preferred) or Science background with a demonstrated ability and natural disposition to sell to Manufacturing (CGMP), Clinical (GCP), and Analytical services. The target markets for Kymanox services and products include Biotech, Pharma, Medical Device, and Combination Products. This position will work to execute a proactive sales strategy to meet assigned business objectives from 2019 to 2025 and beyond.

- Work primarily on warm and hot leads and help develop solutions with Kymanox Subject Matter Experts (SMEs) that are captured in detailed, written proposals.
- Work closely with key stakeholders to align short-term activities and practices to effectively meet assigned long-term business objectives.
- Ability to clearly communicate technical and compliance solutions to prospects – including a broad range of related capabilities and proven past performance.
- Have an existing contact network (National USA and International) upon which the ideal candidate can call on to develop new pipeline opportunities and close sales in accordance with business objectives.
- Communicate effectively over the phone, in writing, and in person within the context of a highly technical and professional services sales environment.
- Document and track all leads, contacts, opportunities, and activity history within the web-enabled CRM and ERP tool.
- Negotiate and develop effective solutions to client needs.
- Provide high-level account management oversight to foster follow-on sales.
- Help plan and execute various marketing campaigns, to the extent possible based on marketing skills.

- Track and report Key Performance Indicators (KPIs) for sales to Senior Leadership Team.
- Act as a genuine and reliable ambassador of the Kymanox brand as well as to the 60+ professionals who call Kymanox their work family.

**Desired Aptitude and Skill Set:**

- Excellent at client relationship management.
- Value career advancement at Kymanox.
- Ability to work cooperatively in a matrixed sales team environment.
- Highly motivated and hard working in an autonomous setting.
- Team player.
- Positive attitude.
- Extremely organized and ability to document information clearly, timely, and succinctly.
- Strong professional presence.
- Comfortably extroverted around people, including people who you do not know.
- Computer and IT savvy.
- Ability to multi-task, when needed. Ability to focus, when needed.
- Adaptive to evolving work environments and responsibilities; enjoy variety.
- Excellent writing skills; ability to write proposals from templates and procedures.
- Sense of urgency on short term tasks, but long-term decision maker.
- Value and understand quality.
- Uncompromised honesty and integrity.
- Excellent and effective phone etiquette.
- Appreciative of marketing and branding messages.

**Travel:**

Local travel within RTP, Raleigh, and Durham areas. Must be able to commute daily to Durham, NC, as applicable. Overnight travel to customer sites in the United States is required. Travel to select trade shows in the USA will be required. Depending on the opportunity and territory, international travel will be required from time to time. Estimated overnight travel total is 25%, with some months being less and some months being more.

**Career Development:**

This is designed to be an experienced contributor position at Kymanox. The position may evolve over time and responsibilities will be added continuously as this is a fast growing part of Kymanox. Since Kymanox is a rapidly growing company, there will be opportunities for advancement.

**Compensation:**

Compensation is commensurate with experience, qualifications, and other intangibles evident during the interview process. After a 90-day waiting period, eligible for additional incentive-based and performance-based compensation plans.

**Benefits:**

Medical healthcare including dental and vision, short- and long-term disability, life insurance, matching 401(k) retirement plan, continuing education assistance, and other benefits from our world-class human resources partner, ADP TotalSource.

**Application:**

Send your resume to [careers@kymanox.com](mailto:careers@kymanox.com). At some point in the application and interview process, you will also need to complete the application that can be found on [www.kymanox.com](http://www.kymanox.com) under "Careers." Any missing application information, if applicable, must be explained. All applications are processed to ensure candidate confidentiality and data security. All applicant resumes are kept on file for one year.

*Kymanox is an equal-opportunity employer and works diligently to protect the rights of job seekers by following all local, state, and federal laws as well as best Human Resource (HR) practices in the Life Science industry.*