



RoosterBio, Inc.

Regional Account Manager

The Company

RoosterBio designs, manufactures and distributes advanced stem cell products aimed at accelerating the pace of development and commercialization of products incorporating living cellular technology. We believe that the dawn of a new day is upon us in the fields of bio fabrication, tissue engineering, and stem cell technologies. RoosterBio is a revenue stage company on a high growth trajectory. Our employees are driven by high impact work and are passionate about delivering the best stem cell products possible to our customers. We do not compromise on quality, innovation, or product performance. We believe in hiring and developing the best talent available within the industry. The pace is fast, the work is stimulating, and the best is expected out of each team member. You should have genuine passion and commitment for the commercial translation of stem cell and tissue engineered products. The development of a positive, solution focused, and high performing culture is of the utmost importance to the RoosterBio team.

The Role

The Regional Account Manager is responsible for all sales activities, from lead generation through close in an assigned territory. The incumbent will execute the agreed upon Marketing Plan which will meet both personal and business goals of expanding customer base in the designated territory and meeting aggressive sales targets and work within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values. The Sales Representative will also work with the sales and marketing leadership team at implementing business development initiatives aligned with broader business strategies.

The candidate must be able to digest large amounts of technical information rapidly, and then be able to effectively communicate this information to potential customers, must be willing to wear multiple hats in a small company setting and be driven to learn and grow with the company and its needs. As such, candidate must demonstrate an ability to be flexible in a demanding, fast-paced environment while driving towards their sales quotas.

This position will report to the Director, Global Sales.

Essential Job Duties

- Responsible for the sales of RoosterBio products and services, tailored exclusively to the Tissue Engineering, Regenerative Medicine, Bioprinting Cell Therapy and Biomanufacturing industries.
- Continually establish and cultivate new business relationships and opportunities; establish and preserve successful relationships and business opportunities with current customers for continued sales growth.
- Develops a comprehensive understanding of RBI products and services to successfully educate prospective and current customers on RBI value and partnership and serve as a technical resource in the areas of focus.
- Develops annual territory plan in conjunction with Director, Global Sales, which details activities to follow during the fiscal year, which will focus the Sales Representative on meeting or exceeding sales quota.
- Complete understanding of pricing and proposal models.
- Collaborate across department to maximize all opportunities in transitioning the customer through the sales funnel in an efficient manner to close business.
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the Company offers to their business issues.
- Develops a database of qualified leads through referrals, telephone canvassing, face to face cold calling on business owners, direct mail, email, and networking.
- Assists in the development and implementation of company marketing plans as needed.
- Works closely with the Technical Application Specialist and relays customer technical inquiries, problems, or product requests to the technical/product development team.
- Creates and conducts effective proposal presentations and RFP responses that identify prospects' business problems, the effects of the problems, and the RoosterBio solutions to their problems.
- Demonstrates the ability to gather, submit detailed business information for quotations, requests for pricing, and presentation of solutions to identified prospects' business problems.
- Actively manages CRM inputs to ensure accurate territory management, opportunity management, marketing, reporting and revenue forecasting.
- Performs self-evaluations and participates in performance reviews conducted by the Director, Global Sales.
- Participates and represents RoosterBio at professional meetings/conferences, as needed.



- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

Desired Skills/Qualifications

- Experience in Biotechnology, Stem Cells, and/or Cell Biology. Experience with MSCs (Mesenchymal Stem/stromal cells) and Regenerative Medicine a strong plus.
- B.S/M.S. with 3-5 years of relevant sales/business/technical experience in Life Science/Biotechnology industry.
- Proven and successful track record of direct selling in a sales/business development role in a life sciences environment.
- Demonstrated ability to build customer relationships, understand customer needs and articulate technical value propositions that provide solutions for customers.
- Fundamental understanding of drug development process and manufacturing.
- Detail oriented with strong written and verbal communication skills, including presentation skills.
- Strong understanding of customer and market dynamics and requirements.
- A team player with strong interpersonal skills and empowerment capacity to inspire and ignite others to develop their abilities.
- Action oriented, results driven, and able to accomplish project objectives and exceed expectations.
- Adapts to changes, demands, schedules, and priorities while maintaining a positive attitude.
- Exhibits a high level of professionalism while representing RoosterBio.
- Ability to travel 50% throughout the US

Interested individuals should apply online at: <http://tinyurl.com/RoosterBio-ICP>

Please visit our website at www.roosterbio.com