Sales Engineer

Rajant Health Incorporated is looking for a **Sales Engineer**. RHI is a healthcare company focused on applying Artificial Intelligence solutions and discovering new ways to deliver personalized health care, treatments, prognosis and diagnosis of disease. RHI takes a novel approach to these technologies leveraging genomics, health data and computing power. By creating innovative technology and health products, we provide the solutions so people can live their fullest lives.

Rajant is the 20-year industry leader with its patented Kinetic Mesh® technology for highly secure mobile networks deployed in the most complex and extreme environments like mining, autonomy and robotics, industrial security, and underground communications. The core business specializes in remote, geo-dispersed, constantly moving networks.

Join our team to become a part of this exciting step forward in healthcare!

Position Overview:
As a **Sales Engineer**, you will play a critical role in driving the growth of our business. We have a leading omics analytics platform that enables researchers to independently analyze their sequencing data and rapidly distill their data into meaningful results. Your responsibility will be to secure new accounts, assist in account retention, lead product demonstrations, and communicate the benefits of the analytics service (increased productivity, increased speed-to-insight) to academic researchers.

- *First week:* Learn the ins and outs of RHI's Trovomics division and get to know the team.
- *First month:* Familiarize yourself with the Trovomics service and our sales process.
- Start creating and managing your own connections with research institutions.

Responsibilities:
o   Prospect for target research groups to generate your own opportunities.
o   Deliver product demonstrations to potential customers.
o   Attend relevant conferences and trade shows to represent the service.
o   Effectively advance deals from qualification to close.
o   Handle prospect objections and negotiations.
o   Quickly respond to inbound leads generated by the marketing team.
o   Record all data accurately in our CRM systems.
o   Be accountable to the deals in your pipeline.
o   Stay current on RHI offerings and bioinformatics discoveries and trends.

Skills:
- Technical background in biomedical research and/or computational biology.
- Minimum of 2+ years postgraduate experience working in or with 'omics related workflows.
- 2+ years of recent SaaS experience selling cloud-based software.
- Experience in presales/sales engineering.
- Experience as a full-cycle account executive generating pipeline through prospecting outbound calls & closing inbound leads.
- Experience presenting to senior business & technical executives, give product demos, lead POCs, & handle any technical concerns or objections.
- Experience working with university-based research teams to develop a joint plan to ensure smooth implementation.

Experience: SaaS/software sales: 2 years (preferred)

Education: Bachelor's degree in Computer Science, Engineering, Human Centered Design, or other related fields

Employment Type: Regular, Full-Time . **Location:** Rajant Headquarters in Malvern PA/Hybrid: 60% on site, 40% travel.

Apply: Please send your resume to jointheteam@rajant.com.

Rajant Corporation is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, gender, national origin, age, physical or mental impairment, sexual orientation or any other category protected under federal, state or local law. Rajant is a USG Contractor and complies with all US laws, regulations and Executive Orders.