



Trovomics Sales Specialist

Rajant Health Incorporated is looking for a **Sales Specialist**. Rajant Health Incorporated (RHI) is building a healthcare assurance ecosystem to enable proactive and personalized health. We provide personalized health insights to promote a patient-centered experience that improves diagnostics, therapeutics, and communication.

Our monitoring solutions, data integration, and advanced analytics turn raw data into actionable insights that can be applied to various clinical, biomedical, and research needs. Our premiere lineup of products includes the Cowbell, the Q-Stat, and Trovomics. Together, these versatile technologies can revolutionize health discovery through enhanced data acquisition, ingestion, and analysis. Our current applications include environmental monitoring and occupational safety report, large animal monitoring, remote health management, and biomarker identification.

We created Trovomics (www.trovomics.com) to better understand healthcare data and to provide users with interactive, tangible insights that expedite medical research, refine clinical treatment, and improve individual lives. Our vision is to create technologies that collect wide varieties of data and synthesize novel solutions for our customers. Omics, and their clinical applications, is an emerging industry with Trovomics at the forefront.

Based in Malvern, Pennsylvania, RHI is the developer of cutting-edge technology to provide on-demand health insights. RHI's intelligent products make raw data understandable and actionable for researchers, healthcare providers, and everyday users, so individuals can live better healthier lives.

Revolutionizing health discovery on a global scale is RHI's mission. RHI is backed by our parent company, Rajant Corporation (Malvern, PA), with 20+ years of technological experience. For more info, visit www.RajantHealth.com or follow Rajant Health on LinkedIn and YouTube.

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

Position Overview: We are seeking a dynamic and motivated Sales Specialist with a strong background in genomics or sequencing, preferably holding a Masters or PhD, to join our team to sell Trovomics.

The ideal candidate will have **five years of experience in selling complex genomics solutions**, specifically in 'Omic sequencing analysis and related services. You will be responsible for driving sales growth by engaging with academic research labs, molecular biology start-ups, and diagnostic and monitoring companies helping them understand the value of our 'Omic Seq services.

Key Responsibilities:

- Develop and execute a strategic sales plan to achieve revenue targets for 'Omic Seq analysis and bioinformatics modeling services.
- Identify and build relationships with key decision-makers in research labs, molecular biology start-ups, and diagnostic and monitoring companies.
- Present and explain our 'Omic Seq analysis services, offering technical expertise to potential clients, addressing their specific research & business needs.
- Collaborate closely with our bioinformatics & technical teams to ensure clear communication of service offerings, pricing, & project timelines to clients.
- Conduct market research to identify emerging trends in multi-omics, allowing for targeted outreach & customization of offerings.
- Manage the full sales cycle from lead generation and initial client outreach through to contract negotiation and closing.
- Provide client feedback to internal teams to continuously improve our services and customer satisfaction.
- Attend relevant conferences, webinars, and networking events to promote our services and expand the client base.

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www.rajant.com



Required Education and Experience:

- **Master's or PhD in Genomics, Bioinformatics, Molecular Biology, or related field** with extensive knowledge of 'Omic Seq technologies and applications.
- **5 years of experience in sales or business development** in multi-omics, bioinformatics, or a related field.
- Proven track record of achieving or exceeding sales targets in a B2B environment.
- Strong understanding of 'Omic sequencing workflows, analysis pipelines, and bioinformatics tools.
- Excellent communication and presentation skills, with the ability to translate complex technical information into client-friendly language.
- Established network of contacts within academic research labs, genomic core facilities, and/or the bio-pharma industry.
- Ability to work independently and as part of a team in a fast-paced, entrepreneurial environment.
- Working knowledge of CRM software and sales tracking tools.

Preferred Qualifications:

- Experience in selling 'Omic Seq analysis or other sequencing services.
- Familiarity with molecular biology start-up ecosystems and regulatory requirements for 'omic data services.
- Strong understanding of gene expression analysis, differential expression modeling, and 'omics applications.

About Us:

We are a leading provider of cutting-edge 'Omic sequencing analysis and bioinformatics services tailored to research labs molecular biology start-ups. We help clients unlock the potential of 'omic data with our expert analysis, robust modeling services, and comprehensive bioinformatics solutions. Our mission is to drive breakthroughs in multi-omics through innovation and collaboration.

What We Offer:

- Competitive salary with performance-based commission.
- Comprehensive health and retirement benefits.
- Opportunities for professional growth and development.
- Collaborative, innovative work environment.
- Flexibility in work location.

Employment Type: Regular, Full-Time.

Location: Remote/Hybrid (flexible depending on candidate location)

Apply: Please submit your resume and a cover letter detailing your relevant experience to jointheteam@rajant.com. We look forward to reviewing your application!

- Proven history of sales success (growth, quotas, overcoming obstacles)
- History of opening new markets
- Contacts within academia, pharma and biomarker companies a plus.

Please include details to be forwarded on to the hiring manager.

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.

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