

Business Development Manager

OmegaQuant Analytics LLC is a leading global independent CLIA-certified lab that offers human-nutritional testing to researchers, healthcare providers and the public. OmegaQuant was the 2010 winner of the Giant Vision Award, which recognizes the best new business in South Dakota and was ranked #2271 on the Inc. 5000 list of fastest growing private companies in 2019.

Reporting to the CEO, a full-time position for a business development manager has become available in our Sioux Falls office. The successful candidate would be responsible for executing strategic sales and marketing plans and managing new and existing customers. The position will require some travel.

This role involves:

- Play a key role in the growth and management of existing and potential customers
- Handle existing customers & new sales enquires (online, telephone, etc)
- Identify and secure new business opportunities
- Execute sales plan
- Collaborate in developing and executing marketing plan
- Maintain monthly sales budgets/reporting

To be successful in this role you will have:

- A successful track record of sales management experience
- Strong commercial acumen and the ability to think strategically
- High customer orientation
- An enthusiastic and positive 'can-do' attitude as well as passion to drive positive outcomes
- Track records of being able to multi-task and prioritize workloads to be effective
- Be organized and motivated self-starter with the capacity to work individually and as part of a team effort. Additionally, will be able to work with flexibility, efficiency and enthusiasm.
- Excellent verbal, written communication and presentation skills

Business development or sales experience in the clinical laboratory, supplement, or health markets is preferred.

We seek a collaborative team player, who can work autonomously and be a self-starter. An attractive salary package and conditions will be offered to the successful applicant. There is a preference for the role being located in Sioux Falls, SD but not required.

To apply for this role, please email your resume and cover letter via jason@omegaquant.com