

Presales Engineer

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Company: Sapio Sciences

Location: United Kingdom

Category: other-general

Company Summary:Sapio Sciences is on a mission to accelerate scientific drug discovery and high-throughput clinical and diagnostics for our clients and partners. The Sapio team consists of expert and highly collaborative scientists, software developers, and professionals passionate about providing a best-in-class lab informatics platform and industry-specific solutions.Sapio is one of the few software providers to offer a truly unified and highly configurable lab informatics platform and a broad suite of purpose-built solutions. The Sapio platform makes it easy for scientists, laboratory, and bio/informatics professionals to streamline and manage their end-to-end laboratory operations, from instrument data integration to workflow and experiment setup to sample and materials management, data management, and scientific data analysis and reporting.Sapio's products are created from one platform - the Sapio Platform - a configurable no/low-code, science-aware laboratory informatics platform powered with built-in scientific and AI tools. Sapio's three core products are Sapio LIMS (Laboratory Information Management System, Sapio ELN (Electronic Laboratory Notebook), Sapio Jarvis (Scientific Data Cloud), and Sapio ELaiN (Electronic Laboratory Artificially Intelligence Notebook).Sapio's business is optimally positioned in a high-growth market where regulators and customers are emphasizing data quality, data access, compliance, and taking advantage of the latest advancements in AI, making it easier for scientists, lab and informatics professionals to accelerate novel science.**Summary**Sapio Sciences is seeking a highly motivated and self-starting Sales Solution Engineer (SSE). You will join a rapidly growing team, that builds on our recent customer wins. You will be based in our EMEA region but support customer opportunities

worldwide. An experienced technical sales leader you will be confident in supporting solutions sales into the Life Sciences market. Ideally, you will have deep knowledge of LIMS, ELN and SDMS products and their application within the Laboratory setting.

Key Responsibilities Work closely with the Business Development team worldwide to win customer accounts by technically demonstrating the value of our solution. Meticulously qualify deals from a technical perspective and efficiently drive the sales cycle forward. Communicating the Sapio Sciences technical value proposition clearly and concisely. Be able to confidently demonstrate the Sapio Science solution and technical value proposition to and prospects. Manage the creation of technical proposals, RFP responses and other necessary technical documentation to close a sale. Understand each prospect's goals and challenges and be able to reflect them back into the organization to ensure we deliver a successful solution and outcome for all. Work closely with your presales colleagues to create and maintain a set of demos (and related scripts) of our solution tailored for each of the target segments. Build and maintain a set of standard technical RFP questions and associated answers. Work closely with our Customer Success team to ensure tight technical handover of customers into deployment. Work closely with Marketing and Inside sales to support the education of prospective customers on the Sapio Science technical value proposition. Build and maintain a thorough understanding of the Sapio Science product set and roadmap.

Personal Qualities You are a storyteller able to connect with a highly scientific and technical audience. You are highly respected and trusted by the customers you work with. You are a problem solver. You are highly motivated to achieve sales targets. You effectively direct and choreograph company resources to achieve your goals. You are an expert at identifying and working with key customer technical stakeholders. You are focused on activities that add value and avoiding those that do not. You are determined and persistent in achieving your targets. You maintain the highest standards of integrity and respect for co-workers, customers and prospects.

Essential Experience Several years of Life Sciences experience, preferably introducing new scientific IT solutions. Several years of experience as a Sales Solution Engineering. Previous experience with either LIMS or ELN software. Comfortable presenting the solution to C-level executives. Experience in quickly identifying client needs and intelligently positioning solutions to address them, leveraging team members to support you.

Additional Requirements A Masters degree or equivalent in Life Science (e.g. molecular biology, chemistry). Excellent listening and presentation skills. Ability to travel,

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