



At biocrates, our mission is to make metabolomics accessible to facilitate breakthroughs in biomedical research. With our pioneering phenotyping products and services, we are changing the way health is measured. We help scientists and researchers gather new insights about disease prevention, laying the foundations for modern personalized medicine.

If that excites you as much as it excites us, consider joining our team.

To strengthen our team in North America, we are looking for a remote full-time inside sales individual.

Inside sales | Lead manager (remote)

What you'll be doing

- Build and maintain customer relations via direct contact, email, and social media platforms
- Qualify incoming leads in initial communications according to defined KPIs
- Assist the NA business development team in coordinating customer appointments, prospecting and key opinion leader (KOL) management
- Support the NA sales team with planning and coordinating sales and marketing events
- Serve as a link between interdisciplinary global teams i.e. sales, customer support and marketing
- Become the champion for company's CRM and a role model for data maintenance

Does this sound like you?

- A bachelor's degree in chemistry, analytical chemistry or life sciences
- Excellent communication skills, with a work style that is structured and data driven
- Skilled in utilizing professional social media (LinkedIn | X) platforms as business tools
- Ability to set and work under ambitious timelines and to learn and improve from setbacks
- Curiosity to learn new skills, adapt to new circumstances and question the status quo
- Computer skills are essential, enthusiasm for working with CRM, Excel and project management software

Soft skills

- Collaborative and team oriented
- highly organized and structured and work style

Our offer to you

- Collaborative and dynamic work environment with the global market leader in metabolomics
- Support in your own journey through appreciation, trust, and growth opportunities
- Competitive compensation package including 4 weeks annual paid time off
- Remote work with flexible working hours based anywhere in the continental US

About biocrates Inc. and biocrates life sciences ag

biocrates Inc. is a subsidiary of biocrates life sciences based in the US. biocrates Inc. biocrates life sciences ag is based in Innsbruck, is a global leader in the increasingly important field of Targeted Metabolomics. Our metabolomics kits are used in laboratories around the world. We work closely with our customers helping to measure samples and interpret metabolomics data. You can find out more about us and our products at [biocrates.com](https://www.biocrates.com) or on [LinkedIn](#).

Ready to apply?

We look forward to receiving your application at the following [link](#) or at career@biocrates.com.