



## **Techno – Commercial Executive:**

MagGenome is primarily focused on the development of Magnetic Nanoparticles based products. The current initiatives include developing nucleic acid extraction kits using our patented Magnetic Nanoparticles-based technology. The company has developed DNA extraction kits under the brand name XpressDNA and affinity resins under the brand name XpressAffinity. Most of the pipeline products are a result of academic research conducted over the years. With a mission to be the preferred supplier for the scientific community, we are continuously striving to delight our customers who are drawn from various industries such as academia, research laboratories and corporate research labs.

To meet our growth objectives, we are planning to take on board young, dynamic, energetic

### **Techno – Commercial Executive for Hyderabad Pune and Mumbai region**

#### **Job description :**

1. Demonstration of DNA, RNA and Protein purification for Customers
2. Participating in conferences and workshops
3. Enquiry generation and Closure of deals
4. Participating in Tenders and rate contract on behalf of the company
5. Customer Retention, Build and establish long term relationships with customers
6. Market analysis identifying market potential, Segmentation, Developing marketing strategies
7. Customer Relationship Management and Maintaining key Accounts
8. Meet and exceed sales targets
9. Successfully create the business from new and existing customer accounts
10. Manage complex negotiations with senior-level : - 1-2 years relevant sales experience. -

B. Tech in Biotechnology, B.Sc / M.Sc in Life Sciences. - Experience and working knowledge of CRM systems. - Demonstrable track record of achieving targets. - Strong written and verbal communication skills. If this Job requirement suits you share your resume at [info@maggenome.com](mailto:info@maggenome.com)

#### **Location :**

Hyderabad, Pune and Mumbai