Our growing company is searching for experienced candidates for the position of health sciences. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for health sciences

- Responsible for managing relationships at the executive level within the account
- Formulates and/or recommends sales targets for staff
- Contributes to Total Software Revenue target by working with other sales personnel to retain customers within the assigned account
- Maintains accurate revenue forecasts
- Building and managing a high performance sales team
- Working with the sales team to develop a strategic plan across all territories
- Qualifying sales opportunities to drive new revenue into new and existing clients
- Accurately forecast timeframes to close business and performing other duties as assigned
- Research, analyze, and recommend approaches for solving difficult business strategy or technology problems
- Understand the client's business to design effective processes, organizational and/or technology programs to drive real business benefits

Qualifications for health sciences

- Experience with Linux O/S (Software installation, configuration, scripting)
- Experience with Database Systems (DB2/UDB, Oracle, etc…)
- Basic knowledge of Text Analytics, Natural Language Processing & Machine Learning Concepts

- 2 years of research experience (in school and/or professional environment) in relevant field