



Account Executive WEST
North America
Abbelight

Remote, USA

Abbelight is headquartered in Paris, France with a commercial presence in selected global markets in EMEA, North America and APAC. We are growing and looking for exceptional talent to join our amazing company in support of our mission.

Abbelight is creating the future of imaging from microscopy to advanced nanoscopy.

We are committed to supporting with our advanced imaging solutions the research institutions, biotech, and biopharma worldwide that are pushing the boundaries of scientific discovery to improve human health.

Nanoscopy is a game changer and obtaining the best images requires a new diverse range of expertise for sample preparation, image acquisition and data. That is where we come in.

Our technology empowers scientists to visualize and analyze biological structures at the nanoscale, advancing the fields of cell biology, neuroscience, immunology, genetics, and beyond.

We are seeking an experienced and highly motivated **Account Executive WEST, North America** to join our global Commercial team. This is a brand-new role, and you will play a pivotal role in driving revenue growth, expanding our customer base, solidify our direct presence in the region, and delivering on our mission

The Account Executive West will report to the CCO.

Key Responsibilities:

- **Sales Strategy:** Together with the CCO, develop and implement a comprehensive strategic business plan for WEST, including short-term and long-term objectives.
- **Revenue Growth:** Meet and exceed sales targets, consistently tracking and analyzing sales performance to identify areas for improvement.
- **Market Expansion:** Identify new market opportunities in bioimaging for the current and future solutions of Abbelight, cultivating strategic partnerships and alliances to drive growth.

- **Networking:** Build relationships with the KOLs and rookies who will become future advocates of our technology, including through site visits and giving presentations to key research groups within our business segments.
- **Forecasting and Reporting:** Provide accurate sales forecasts and reports to the CCO, enabling informed decision-making.
- **Product Knowledge:** Stay up to date with advancements in localization microscopy and advanced microscopy techniques in general, the competitive landscape, and our product portfolio to effectively communicate the benefits of our products.

Qualifications:

- Master's degree in biology, cell biology, chemistry, physics, or other related fields. An advanced degree is desirable.
- 5+ years of successful sales experience in the life sciences, selling capital equipment to the academic, biotech and biopharma customer segments.
- With a strong focus on market development, the ideal candidate is a hunter who excels at prospecting, generating leads and closing business
- Solid experience in microscopy, with a deep understanding of the market and customer needs is a must.
- In-depth knowledge of Single-Molecule Localization Microscopy is a plus.
- Strong network within the life sciences research community in North America.
- Strong network within Bioimaging Core Facilities, University shared Research Resources and CRO's is plus.
- Experience of working in the translational research segment is a plus.
- Exceptional communication, negotiation, and presentation skills.
- Strategic thinker with a results-oriented mindset.
- Willingness to travel within the assigned territory North America WEST 40-50% of the time and occasionally abroad.

Why Join Us:

- Sit at the forefront of scientific innovation in bioimaging with a forward-looking organization with a market leading product suite.
- Be a driver in developing our business in North America WEST with the opportunity to shape your role, the North American team, and the go to market strategy.
- Make a significant impact on the company's growth.
- Work in a high visibility role with the opportunity for career advancement.