



NeuroNexus

Empowering discovery in the life sciences

Senior Account Executive / Application Specialist

Job Title

Senior Account Executive

Location: Remote or Ann Arbor, MI (with travel required)

About NeuroNexus

NeuroNexus is a global leader in advanced neural interface technologies and neuro-analytics solutions. We develop and commercialize high-value tools including silicon microelectrode arrays, instrumentation systems, and analytics software for neuroscience and clinical research. Our professional-grade devices empower groundbreaking discoveries in the life sciences. Based in Ann Arbor, Michigan, with operations in Boston, Massachusetts, we are the operating company of the NEL Group, Inc.

Who You'll Work With

As scientists and innovators, our team thrives on solving complex challenges with rigor and integrity. We are relentless in our pursuit of progress and never sacrifice trust or ethics in the process. If you join NeuroNexus, you'll work with a dynamic team committed to excellence across disciplines.

Position Summary

We are seeking a highly motivated, entrepreneurial Senior Account Executive / Application Specialist to lead a key sales territory. This hybrid role blends quota-driven sales execution with deep scientific engagement and leadership potential. You will directly impact revenue growth while shaping product evolution and digital transformation. Ideal candidates bring neuroscience expertise, strong communication skills, and commercial ambition.

Key Responsibilities

Sales & Account Leadership

- Own and exceed sales targets in an assigned geographic territory.
- Establish and deepen relationships across academic and industrial research labs—including PIs, post-docs, grad students, and lab managers.
- Conduct consultative, technical discussions and align customer needs with NeuroNexus's portfolio (neural probes, DAQ systems, Radiens software, integrated solutions).
- Guide prospects through the full sales cycle from qualification to close, with a long-term account mindset.
- Represent NeuroNexus at conferences, scientific meetings, and lab visits.
- Respond promptly to customer inquiries and RFPs; deliver strategic proposals and quotes via NetSuite.

Business Development & Strategic Growth

- Monitor market dynamics and emerging trends; propose new product opportunities and research applications.
- Collaborate with product development to advocate for new tools and features.

- Identify and support grant-based collaborative research that positions NeuroNexus as a core technology provider.
- Enhance brand trust through thought leadership and engagement.

Digital Transformation & E-Commerce Leadership

- Support adoption of NeuroNexus's new e-commerce platform and drive digital channel growth.
- Transition transactional customers to digital workflows; contribute to UI/UX design for seamless purchasing.
- Identify and convert product lines to recurring, automated sales models.

Team Collaboration & CRM Management

- Maintain accurate sales activity and forecasting in HubSpot CRM.
- Develop strategic territory plans and activity benchmarks.
- Partner with Customer Support and internal teams to ensure key account satisfaction.
- Train and mentor junior sales team members as the company grows.

Qualifications

Required

- Ph.D. or M.S. in Neuroscience, Biomedical Engineering, or a related discipline.
- 5+ years of neuroscience research experience (academic or industry).
- Expert understanding of in vivo electrophysiology and neural recording techniques.
- Exceptional communication and consultative sales skills.

Preferred

- Previous experience in life science sales, technical support, or applications.
- Familiarity with neural probes, DAQ systems, and ephys software—especially NeuroNexus tools.
- Working knowledge of HubSpot CRM and digital commerce platforms.
- Experience participating in or advising on grant-funded research.

Core Traits & Competencies

- Relentless drive for commercial success and scientific relevance.
- Ownership mindset with strategic thinking and business acumen.
- Natural ability to build trust and influence high-level stakeholders.
- Strong organizational skills and ability to juggle multiple priorities.
- Integrity, curiosity, and collaborative leadership potential.

Compensation

- Competitive base salary
- Uncapped commission
- Performance-based bonuses
- Full benefits package and advancement opportunities

How to Apply

Please contact jobs@neuronexus.com for more information.