

Sales representative

The company

3Brain is a young, dynamic, internationally active company whose mission is to provide state of the art technology to support life science and pharmaceutical research. We develop, manufacture and distribute high-quality instruments based on our patented high-resolution CMOS multi-electrode array (CMOS-MEA) for in vitro electrophysiology. The company is located in Switzerland nearby Zurich and has installed its products worldwide in laboratories and pharma companies also thanks to its network of distributors covering among others US, Canada, China and Japan.

More info: <http://www.3brain.com/about.html>

Job description

For the next expansion step, 3Brain is looking for a full-time sales representative to reinforce its sales department.

You will promote and sell 3Brain's products to research labs and pharma companies primarily in Europe. You will take over responsibility for the sales and market development in your territory. Your main tasks will include:

- Identifying new clients and customer segments
- Customer acquisition with cold calling, webinars, on-site visits, demos and contract negotiation
- Supporting marketing activities by participation at international congresses and trade shows
- Calculating client quotations and administering client accounts
- Providing product education and after-sales support services including customer care, consulting, application support

Required skills

- Fluency in English and German
- Bachelor/Master/PhD degree in life science/engineering/physic
- At least basic knowledge of electrophysiology
- Availability to travel worldwide for short periods (conferences, meetings, demos, etc.)
- Excellent communication and negotiation skills
- Initiative, independence and ability to communicate and work effectively with other team members in a multicultural and international environment

Desirable skills

- Knowledge of Multi Electrode Array technology for extracellular electrical activity recordings
- 2+ years of experience in sales or proven track record

What we offer

- A dynamic and stimulating work environment in a young, emerging company focusing on one of the most fascinating research fields, brain technologies
- Possibility of professional growth
- Training and incentives to sales
- Flexible work hours
- Place of work Switzerland and/or Italy

To apply send an email with CV and short motivation letter to info@3brain.com, subject: sales representative