

Sales Area Manager

THE COMPANY

3Brain is a young, fast-growing, dynamic company focusing on brain technologies, one of the most fascinating research and business sectors with multiple applications and impacts on human life. 3Brain's mission is to provide state of the art technology to support life science research and improve human health. In particular 3Brain develops, manufactures and distributes high-quality instruments based on our patented CMOS multi-electrode array, a high-resolution neuro-electronic chip. The company is headquartered in Switzerland nearby Zurich, has a SW R&D office in Italy, and has installed its products in laboratories and pharma companies worldwide 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

Following its expansion plan, 3Brain is looking for a full-time sales representative to reinforce its sales department for the European market, with a focus on German-speaking countries.

The candidate will promote and sell 3Brain's products to research labs and pharma companies and will take over responsibility for the sales and market development in its territory.

Main tasks will include:

- Customer acquisition with cold calling, webinars, on-site visits, demos and contract negotiation
- Identifying new clients and customer segments
- 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 QUALIFICATIONS

- Fluency in English and German (preferably one of the two mother-tongue)
- Bachelor/Master/PhD degree in biology/bio-engineering/biophysics
- Experience with electrophysiology instruments, such as patch-clamp or, better, Multi Electrode Array technology
- 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

ADDITIONAL QUALIFICATIONS

- 2+ years of experience in sales or proven track record

WHAT WE OFFER

- A dynamic and stimulating work environment in a young, emerging company
- Possibility of professional growth
- Training and incentives to sales
- Flexible work hours

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