

## Sales Representative

### THE COMPANY

3Brain is a young, fast-growing, dynamic company focused 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 near 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 such as US, Canada, China and Japan.

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

### JOB DESCRIPTION

3Brain is eagerly searching for a full-time sales representative for its office in Genova, Italy. The candidate will focus on the European market and will provide support to 3Brain's distributors in other areas. The candidate will promote and sell 3Brain's products to research labs and pharma companies.

Main tasks will include:

- Customer acquisition with cold calling, webinars, on-site visits, demos and contract negotiations
- Identifying new clients and customer segments
- Supporting distributors by abroad on-site meetings with distributors' potential customers
- 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 and application support

### REQUIRED QUALIFICATIONS

- Fluency in English
- PhD degree in biology/bio-engineering/biophysics/neuroscience or alternatively a Master degree in neurobiology/neuroscience (mainly focused in the neuroscience field)
- Experience with electrophysiology instruments, such as patch-clamp or, better, Multi Electrode Array technology
- Extroverted and performs well in social engagements with excellent communication and relationship skills
- Availability to travel worldwide for short periods (conferences, meetings, demos, etc.)
- The 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](mailto:info@3brain.com), subject: Sales Representative - IT