

Area Sales Representative - East Coast US

Job Offer

The Company

3Brain AG is a Swiss deep tech company working on cell-electronic interfaces that link biological networks to computers via custom-made semiconductor microchips. Our mission is to empower life scientists to probe intelligent networks, accelerate biomedical discoveries for the benefit of patients, and create a future more exciting than the present. Our interdisciplinary team of scientists and engineers are constantly pushing the boundaries of engineering for life's complexities. We are ambitious, fast-growing and love to explore. The company is headquartered in Switzerland nearby Zurich, has subsidiaries in Italy and the US, and has installed its cutting-edge products in laboratories and pharma companies worldwide.

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

Job description

Following its expansion plan into the US, 3Brain is looking for a full-time sales representative for the East Coast US. In such position, you will be a pivotal part of our sales team, responsible for driving growth and market penetration within your designated region. You will play a crucial role in establishing and maintaining strong relationships with research laboratories and professionals at universities, biotech, pharmaceutical and contract research (CRO) companies. Main responsibilities:

- Develop and execute a strategic sales plan to achieve revenue targets and market share growth within the assigned region.
- Identify and target new business opportunities and building and nurturing relationships with key decision-makers.
- Cultivate existing customer relationships and proactively call on potential new customers via field visits, email, and phone.



- Provides business presentations and demonstrations at trade shows, customer meetings, seminars, and other events.
- Assist with workshops, conventions, seminar series and other marketing activities as required.
- Provide forecasting and reporting as required on a weekly/ monthly/ quarterly basis.

Required Qualifications

- Bachelor's or Master's degree in Biology, Bioengineering, Biophysics, or a related life-science field.
- Deep knowledge in neurobiology and in electrophysiology.
- Hands-on experience with in vitro electrophysiology techniques, including patch-clamp and preferably Multi-Electrode Array (MEA) systems.
- Extroverted and performs well in social engagements with excellent communication and relationship skills.
- Self-motivated, goal-oriented, and able to work independently and as part of a team.
- Availability to travel up to 50% for conferences, meetings, demos, etc.

Additional Qualifications

- PhD in Neurobiology with a focus on electrophysiology or neural systems.
- Proven track record in sale of laboratory technology for cellular analysis, with a successful sales record.
- Good knowledge and network in the US academic system.

What We Offer

- Competitive salary (with bonus based on performance)
- A dynamic and stimulating work environment driven by a desire to build transformational technologies to help others.
- A young, fast-growing company with plenty of opportunities for personal growth and development.
- Workplace: Baltimore is highly desirable; however, positions elsewhere in the Northeastern United States near major flight hubs will be considered too.

To apply send your CV and short motivation letter to hr@3brain.com, subject: [Area Sales Representative - East Coast US](#).

