

# Area Sales Representative (Japan)

## Job Offer

### The Company

3Brain 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's cutting-edge products are used in laboratories and pharma companies worldwide. 3Brain is headquartered in Switzerland nearby Zurich, has a Discovery Unit and production site in Genova, Italy, and an operational unit in the US.

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

### Job description

3Brain is seeking a **full-time Area Sales Representative (Japan)** to join our Swiss headquarters and support the expansion of our business in the Japanese market. This position is ideal for someone with a strong life-science background, native-level Japanese proficiency, and motivation to develop a growing market.

You will work closely with our local distributor in Japan and manage the full sales cycle. Your goal is to help increase market penetration, support existing customers, and identify new opportunities within academic institutions, biotech, pharmaceutical companies, and CROs.

#### Main Responsibilities

- Develop and nurture strong relationships with key customers in academia and industry.
- Identify, qualify, and pursue new business opportunities in the assigned region.
- Partner closely with the local distributor, providing product training, strategic guidance, and ongoing support to drive growth.
- Conduct product demonstrations, presentations, and scientific discussions at customer meetings, conferences, seminars, and trade shows.
- Support marketing activities including workshops, events, and seminar series.



- Handle essential administrative tasks: quotations, order follow-ups, distributor/customer agreements, and documentation in compliance with company procedures.
- Prepare accurate sales forecasts and activity reports (weekly/monthly/quarterly).

## Required Qualifications

- Native or bilingual Japanese proficiency and professional-level English.
- Bachelor's degree or higher in Biology, Neuroscience, Biotechnology, Bioengineering, or a related field (Neurobiology strongly preferred).
- Either 1–2 years of sales experience or hands-on knowledge in electrophysiology (e.g., patch-clamp, MEA, neural assays).
- Strong communication, interpersonal, and relationship-building skills.
- Motivation to work with distributors and customers in a dynamic, fast-growing environment.
- Ability to work independently while collaborating closely with the global sales team.
- Availability to travel up to 30% (Japan and international).
- EU residence permit required.

## What We Offer

- 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.
- Competitive salary (with bonus and equity based on performance)
- Pfäffikon SZ, Schwyz, Switzerland.

**This is an in-office position; remote work is not available.**

To apply send your CV and short motivation letter to [hr@3brain.com](mailto:hr@3brain.com), subject: [Area Sales Representative \(Japan\)](#).

