

Sales Area Manager - China

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 a R&D office in Genova, Italy, 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, 3Brain is looking for a full-time sales area manager for the China market to strengthen its sales department.

Main responsibilities:

- Responsible for driving partnership and business growth with distributors in China.
- Establish and maintain effective working relationships with distributors to achieve annual sales targets and ensure sustainable long-term growth.
- Develop a high level of territory knowledge, enabling existing and new customer account growth and development.
- Achieve assigned territory sales goals by proactively calling on existing and 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.



- Maintains a broad knowledge of the market environment including current and possible future market trends, applications, industry trends and competitive environment to support evolution of our offerings and tactics.
- Provide forecasting and reporting as required on a weekly/monthly/quarterly basis.

Required Qualifications

- Fluency in Chinese (native Chinese speakers are encouraged)
- Fluency in English.
- Bachelor/Master/PhD degree in biology/bio-engineering/biophysics.
- Laboratory experience in neurobiology and, preferably, in electrophysiology.
- Extroverted and performs well in social engagements with excellent communication and relationship skills
- Availability to travel worldwide for short periods (up to 40 for conferences, meetings, demos, etc.)
- 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.
- 1+ years of experience in distributors management.
- Experience with electrophysiology instruments, such as patch-clamp or, better, Multi Electrode Array technology.
- Good knowledge of the Chinese academic system (having studied in China is a plus)

What We Offer

- A dynamic, young and growing high-tech company.
- A diverse and international working environment with a strong network.
- Incentives to sales, flexible work hours.
- Working place: both Zurich, Switzerland, and Genova, Italy, are possible for this position.

To apply send your CV and short motivation letter to info@3brain.com, subject: [Sales Area Manager - China](#)

