

Sales Representative

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 representative for the UK market to strengthen its sales department. Main responsibilities:

- Achieve assigned territory sales goals by proactively calling on existing and potential new customers via field visits, email, and phone.
- Calculate client quotations and administer client accounts.
- Cultivate existing customer relationships with a focus on growing overall revenue.
- 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

- Fluency in English (native English speakers are encouraged).
- Bachelor/Master degree in biology (a major in neuroscience is a plus).
- 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

- PhD degree in biology/bio-engineering/biophysics.
- 1+ years of experience in sales or proven track record.
- Experience with electrophysiology instruments, such as patch-clamp or, better, Micro Electrode Array technology.
- Good knowledge of the UK academic system (having studied in the UK is a plus).

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.
- Working place: Huobstrasse 16, 8808 Pfäffikon SZ, Switzerland

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

