

# Scientific Field Sales

## 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 Data Science and Discovery Unit 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

3Brain is looking for a full-time Scientific Field Sales for its Swiss office. In this position, you will be a crucial part of our sales team and in selling our products to research institutions and biotech companies. Your role focuses in establishing and nurturing relationship with key stakeholders, in educating them about our products, and demonstrating the capabilities of our technologies for their science activities. Main responsibilities:

- Develop a deep understanding of 3Brain's products, services, and their applications to effectively communicate their value to customers.
- Prepare and deliver compelling scientific presentations and demonstrations of 3Brain's products at trade shows, customer meetings, seminars, and other events, highlighting the benefits and features of 3Brain's technologies.
- Actively seek out and contact potential customers to introduce them to the 3Brain's products and services.
- Cultivate existing customer relationships with a focus on growing overall revenue.
- Maintain accurate records of sales activities, customer interactions, and sales pipeline using CRM software.



- Assist with workshops, conventions, seminar series and other marketing activities as required.
- Stay informed about industry trends, scientific advancements, and competitive products, providing valuable insights to the company.
- Provide forecasting and reporting as required on a weekly/monthly/quarterly basis.

## Required Qualifications

- Proficiency in English, with a preference for multi-lingual speakers.
- Bachelor's/Master's degree in biology, with a strong knowledge in neuroscience.
- Practical laboratory experience in neurobiology and electrophysiology.
- Demonstrated expertise in scientific data analysis and interpretation.
- Exceptional interpersonal skills for effective communication and relationship-building.
- Willingness and capacity to travel globally (up to 50% of the time) for conferences, meetings, product demonstrations, and other business engagements.
- Proactive and independent work ethic, combined with the ability to collaborate effectively in a diverse and international team environment.

## Additional Qualifications

- PhD degree in biology, bio-engineering, biophysics, or a related field.
- Experience with electrophysiology instruments, such as patch-clamp or, better, Micro Electrode Array technology.
- Authorship or contribution to scientific papers, reflecting a strong research background.
- Knowledge of MATLAB or Python for data analysis and computational tasks.

## 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: **Pfäffikon SZ, Switzerland**. It's a beautiful lakeside village just outside of Zurich, the country's main cultural, financial and business center.

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

