

Sales Representative - SWEU

Spain/Portugal Market – based in Switzerland

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 South-West European market (Spain and Portugal) to strengthen its sales department in Switzerland.

Main responsibilities:.

- Achieve sales goals by successfully converting leads and closing deals.
- Identify new sales opportunities by researching leads and proactively calling on them via visits, email, and phone.
- Develop and maintain strong relationships with customers in the assigned territories to open opportunities for upselling and cross-selling.
- Maintain the CRM and provide regular reports on sales activities and progress towards the goal to the sales area manager.
- Assist with workshops, product demonstrations, seminar series and other marketing activities as required.
- Represent 3Brain at national and international trade shows and scientific conferences.



Required Qualifications

- Native speaker of the Spanish language
- Fluency in English (additional languages are a plus)
- Bachelor/Master in Neuroscience or a related field
- Laboratory experience in neurobiology
- Passion for new technologies and innovation
- Precise, reliable and independent working style
- Outgoing personality, excellent communication and good negotiation skills
- Availability to travel worldwide, especially in Spain & Portugal, for short periods and up to 40% of the time.
- A strong team player nature and the willingness to contribute to the team goals

Additional Qualifications

- PhD degree in neuroscience or a related field
- Experience in electrophysiology (Patch-Clamp or, better, Multi Electrode Array)
- First experience in sales

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

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

