

Technical Sales Specialist

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 Data Science and Discovery Unit in Genova, Italy, and an operational unit in the US.

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

Job description

3Brain is looking for a full-time Technical Sales Specialist for its Italian 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 sales prospects, in educating them about our products, and demonstrating the capabilities of our technologies for their science activities. Main responsibilities:

- Develop an in-depth understanding of 3Brain's products, services, and their applications to effectively communicate their value to sales prospects.
- Conduct experimental demonstrations of our products in our laboratories in Italy, at sales prospect and customer premises all over the world.
- Analysing experimental data and presenting results in a comprehensive way to support sales activities.
- Support the sales team by answering scientific questions and providing technical expertise to facilitate the sales process.
- Update datasets from scientific experiments and maintain organized records of all data, ensuring everything is kept in a systematic and accessible manner.



- Prepare and deliver compelling scientific presentations of 3Brain's products and related results at trade shows, sales prospects meetings, seminars, and other events, highlighting the benefits and features of 3Brain's technologies.
- Maintain accurate records of sales activities, sales prospect and customer interactions using CRM software.
- Assist with workshops, conventions, seminar series, and other sales and marketing activities as required.
- Travel for the purposes of the activities listed here up to 50% of the time.
- 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, and quarterly basis.

Required Qualifications

- Proficiency in English, with a preference for multi-lingual speakers.
- PhD degree in biology or a related field, with a strong knowledge in neuroscience.
- Experience with electrophysiology instruments, such as patch-clamp or, better, Micro Electrode Array technology.
- 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

- 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: **Genova, Italy**. It is a wonderful Mediterranean city with and incredible history, located at the heart of nearby world-renowned places Cinque Terre or Milan, the fashion and business hub of Italy.

To apply send your CV and short motivation letter to hr@3brain.com, subject: **Technical Sales Specialist**.

