

Area Sales Representative (Europe)

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

Following its expansion plan, 3Brain is looking for a full-time sales representative for European countries. In this role, you will be a pivotal part of our sales team, responsible for driving growth and market penetration within your designated regions. You will play a crucial role in establishing and maintaining strong relationships with research laboratories and professionals at universities, biotech, pharmaceutical and contract research (CRO) companies. Main responsibilities:

- Develop and execute a strategic sales plan to achieve revenue targets and market share growth within the assigned region.
- Identify and target new business opportunities and building and nurturing relationships with key decision-makers.
- Cultivate existing customer relationships and proactively call on 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.
- Provide forecasting and reporting as required on a weekly/ monthly/ quarterly basis.

Required Qualifications

- Bachelor/Master degree in biology.

- Knowledge in neurobiology and, preferably, in electrophysiology.
- Proven track record of at least 2 years in sale of laboratory technology for cellular analysis, with a successful sales record.
- Extroverted and performs well in social engagements with excellent communication and relationship skills.
- Self-motivated, goal-oriented, and able to work independently and as part of a team.
- Availability to travel up to 50% for conferences, meetings, demos, etc.
- Proficiency in English is required

Additional Qualifications

- PhD degree in biology/bio-engineering/biophysics.
- Experience with electrophysiology instruments, such as patch-clamp or, preferentially, Multi Electrode Array technology.
- Good knowledge and network in the European academic system.
- Danish and/or Swedish language proficiency 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.
- Competitive salary (with bonus and equity based on performance)
- Pfäffikon SZ, Schwyz, Switzerland. **This is an in-office position; remote work is not available.**

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

