

Area Sales Representative (Chinese market)

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 Area Sales Representative (Chinese market) to join our Swiss headquarters, focusing on the Chinese market. 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:

- Identify and pursue new business opportunities while building and maintaining strong relationships with key decision-makers in both academia and industry
- Execute strategic sales plans to achieve revenue targets and market share growth within the assigned region.
- Cultivate existing customer relationships and proactively call on potential new customers via field visits, email, and phone.
- Work proactively and collaboratively with local distributors to drive sales growth, ensure market coverage, and provide ongoing support and training as needed.



- Provides business presentations and demonstrations at trade shows, customer/prospect meetings, seminars, and other events.
- Assist with workshops, conventions, seminar series, and other marketing activities as required.
- Diligently manage all administrative responsibilities, including preparing and tracking quotations, submitting and following up on sales orders, handling distributor and customer contracts, and completing all required documentation in line with company procedures and local regulations.
- Provide forecasting and reporting as required on a weekly/ monthly/ quarterly basis.

Required Qualifications

- PhD degree in biology/bio-engineering/biophysics.
- Knowledge in neurobiology and, preferably, in electrophysiology.
- Extroverted and performs well in social engagements with excellent communication and relationship skills.
- Good knowledge and network in the Chinese academic system.
- 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 Chinese and English is required
- Applicant must have an EU residence permit.

Additional Qualifications

- Proven track record of at least 2 years in sale of laboratory technology for cellular analysis, with a successful sales record.
- Experience with electrophysiology instruments, such as patch-clamp or, preferentially, Multi Electrode Array technology.
- German 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 \(Chinese market\)](#).

