

Regional Sales Manager – US East Coast

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 subsidiaries in Italy and the US, 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 into the US, 3Brain is looking for a Regional Sales Manager to lead and expand our commercial presence in the United States. This is a senior leadership role combining strategic market development, team management, and direct sales execution. The candidate will be responsible for driving revenue growth while building, leading, and mentoring a team of sales professionals. Develop and execute a strategic sales plan to achieve revenue targets and market share growth within the assigned region.

- Define and execute the US sales strategy in alignment with global company objectives
- Lead, manage, and develop a US-based sales team, setting clear targets and KPIs
- Drive direct sales of high-value capital equipment and recurring consumables/software



- Build and maintain strong relationships with key academic labs, biotech, pharma, and CROs
- Identify and develop new market opportunities and strategic accounts
- Oversee the full sales cycle: lead generation, demos, quotations, negotiations, and closing
- Manage all contractual and administrative aspects of customer agreements, coordinating with the customer's legal and finance departments when needed
- Ensure compliance with internal policies and contractual standards
- Work closely with marketing, applications, and headquarters in Europe
- Represent the company at conferences, workshops, and customer events
- Ensure accurate forecasting, pipeline management, and CRM reporting

Required Qualifications

- Bachelor's degree in biology or a related field
- A minimum of 6 years' experience in sales, including at least 2 years in sales team management
- Extensive expertise and established networks within the US biotechnology and research sectors
- Strong track record in selling complex, high-value capital equipment (life science tools) into biotechnology and research sectors
- Demonstrated experience handling commercial contracts and negotiations
- Excellent leadership, communication, and negotiation skills
- Ability to work independently and take ownership of complex commercial processes
- Willingness to travel frequently within the US and worldwide

Additional Qualifications

- Master's degree in biology
- Scientific background in neuroscience is a strong plus
- Experience selling life science tools used in neuronal and cardiac in vitro applications is preferred

What We Offer

- Competitive salary
- 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.
- Location: East Coast, US. Home office with possible in-office work once a new office is established. Option to help select the new office site.

To apply send your CV and short motivation letter to hr@3brain.com, subject: [Regional Sales Manager – US East Coast](#).

