

Area Sales Representative (France and Spain)

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 Spain and France. 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. This is an on-site position based at our headquarters in Pfäffikon SZ, Switzerland. For this role, presence in the office is required except during business travels, as close collaboration with the sales, marketing, and technical teams is essential.

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.

- Prepare and manage quotations, tender documentation, purchase process documents, sales orders, contracts, and all required administrative paperwork in line with company procedures and customer requirements
- 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's or Master's degree in Biology, Bioengineering, Biophysics, or a related life-science field.
- Deep knowledge in neurobiology and in electrophysiology.
- Hands-on experience with in vitro electrophysiology techniques, including patch-clamp and preferably Multi-Electrode Array (MEA) systems.
- 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 French, Spanish, and English is required

Additional Qualifications

- PhD in Neurobiology with a focus on electrophysiology or neural systems.
- Proven track record in sale of laboratory technology for cellular analysis, with a successful sales record.
- Good knowledge of, and an established network within, the French and Spanish academic systems.

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)

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

