

JOB OPENING

Vice President Sales

Position type	<input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Fixed-term <input type="checkbox"/> Internship <input type="checkbox"/> Hourly
Percentage	<input checked="" type="checkbox"/> Full time 100% <input type="checkbox"/> Part-time: %
Starting date	01.04.2020
Location	At Lunaphore Headquarters in Lausanne or remote home-office location in Western Europe.

Lunaphore Technologies is a life sciences company delivering products based on a microfluidic technology to analyze tissue samples for cancer research and diagnostics. Lunaphore is seeking a highly motivated candidate to join our team and contribute directly to the development and growth of the company.

Summary

We are looking for a VP Sales to lead our sales activities, with strong sales and technical skills, ready to join a hard-working team, and passionate about driving our growth and expansion to new markets.

Lunaphore's current products target customers in Research Institutes, Universities, University Hospitals, Clinical Research Organizations and Pharmaceutical Companies located in Western Europe and United States.

Role/Responsibilities

- ✿ Develop plans and strategies for developing business and achieving the company's short to mid-term growth goals.
- ✿ Help the leadership team with creating a sales culture and organization.
- ✿ Manage the sales team's operations and resources. Closely collaborate with other sales team members on the field.
- ✿ Prepare customers for upcoming products and applications.
- ✿ Develop the channel strategy. Manage key and strategic accounts directly.
- ✿ Forecasting of market penetration together with revenue and growth projections, compile sales statistics.
- ✿ Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions.
- ✿ This position includes frequent travelling.

Required qualifications

- ✿ You have 10 years' experience in sales of laboratory instruments. You have sold equipment to academic research labs, CROs, university hospitals and similar.
- ✿ Experience in a start-up or scale-up, with vertical and horizontal growth objectives, is a strong plus.
- ✿ Experience selling instruments in the tissue analytics/diagnostics field is a strong plus.
- ✿ You have managerial experience in a sales role.
- ✿ Fluency in oral and written English is a must. Additional language skills including French is highly desired.

Required soft skills

- ✿ You like interacting with people and have the ability to build good relationships with customers quickly.
- ✿ You have sound judgement and a good business mindset.
- ✿ You have resilience and tenacity.
- ✿ You are a self-motivated person, with a taste for challenges.
- ✿ You have the ability to collaborate with others by working in a team and sharing information with peers and managers.
- ✿ You are hands-on and like to solve problems in a proactive and independent manner.
- ✿ You demonstrate critical thinking and analytical skills.
- ✿ You have the ability to adapt in a constantly changing environment.

We offer

- ✿ A multidisciplinary industrial project within a young and strongly growing high-tech scale-up company.
- ✿ An international working environment with high level of diversity and a strong network.
- ✿ A highly interactive team with strong personal and technical qualities.

Contact information

If you are interested, please send your application (CV + cover letter and any additional supporting document) electronically to: **human.resources@lunaphore.com**