

JOB OPENING

Sales Specialist

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 or to be determined
Location	At Lunaphore Headquarters in Lausanne. Remote home-office location in Western Europe is possible.

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 technical Sales Specialist 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

- ❖ Generate new leads and maintain existing relationships with customers. Take part in congresses and travel to meetings.
- ❖ Pipeline customer leads in a CRM system and keep track of sales activities and statistics.
- ❖ Prepare and deliver presentations, as well as perform product demonstrations, for potential customers.
- ❖ Negotiate and close deals with customers.
- ❖ Help coordinate installation, training, and maintenance of the products when required by the customer.
- ❖ Have in-depth technical knowledge of the products, on the instrument as well as on the applications.
- ❖ Collaborate effectively with the customer support and product management teams in order to understand and improve the products.
- ❖ Communicate effectively customers' experience to the team through detailed reports and presentations.

- ❖ Drive for results by consistently achieving goals and pushing to complete tasks by their deadlines.
- ❖ Reporting sales on a regular basis.
- ❖ This position includes frequent travelling, up to 80%.

Required qualifications

- ❖ You have 3 to 5 years' experience in sales of laboratory instruments or similar.
- ❖ You have a solid technical or engineering background. A degree in the life-sciences, bioengineering or in a related field is a very strong plus.
- ❖ Fluency in oral and written English is a must. Additional language skills including French, German or Italian are highly desired.

Required soft skills

- ❖ You like interacting with people and have the ability to build good relationships with clients quickly.
- ❖ You have sound judgement, a business mindset and sense of urgency.
- ❖ 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 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.
- ❖ You like travelling.

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