

Technical Sales Specialist

 Lunaphore Technologies SA

 Boston Area, covering North America

Job title: Technical Sales Specialist

Reports to the: VP Sales and Customer Support

Activity rate: 100%

Type of contract: Permanent contract

Start date: 01.06.2021

Duration: Indeterminate

About our company

Lunaphore Technologies is a young scale-up active in the Life Sciences field developing products based on a microfluidic technology to analyze tissue samples in immuno-oncology research. Lunaphore is seeking a highly motivated candidate to join our team and contribute directly to the development and growth of the company.

Job overview

We are looking for a 'Technical Sales Specialist' with excellent experience in selling and supporting capital equipment and consumables sales in the immunohistochemistry, immunofluorescence, and tissue analytics research market. The role will involve supporting our distribution partners and customers in sales, pre-sales and post-sales activities in pharma, biotech, and academia across the US. You will have strong hands on technical skills and knowledge of IHC, IF and tissue biomarker analysis applications as well as solid account management experience. You need to be a hard-working determined individual with an entrepreneurial spirit, and passionate about taking Lunaphore to the next level.

Responsibilities and duties

- Achieve assigned territory sales goals.
- Building long term relationships with distribution partners and customers to drive sales objectives and exceed targets.
- Development and execution of regional, territory and account specific sales strategies.
- Train and support distribution partners and customers in operating the setup and implementing assays properly.
- Perform on site and remote demos and run basic staining assays.
- Work closely with the sales, support, and marketing, as well as other stakeholder functional departments to provide high quality customer experience.
- Attend conferences and customer meetings and present the product and applications.

- Understand thoroughly all the technical aspects of the product on the device side as well as on the application side.
- Identify and keep track of all details and feedback from the field.
- This position includes frequent travelling to customer sites (50-80%).
- Remote employees are required to travel to the Swiss site on request, to support customer application activities.

Required qualifications

- Have a biology background: Master or PhD degree in Biology, Life sciences, Bioengineering, Medicine, or other similar background allowing you to easily understand the product's applications.
- 5+ years of experience in technical sales roles in the US life sciences research market
- Entrepreneur's mindset, resilience, long term vision.
- Experience dealing with academia / biopharma players in immuno-oncology / neurosciences segments.
- Understanding of the spatial biology market.
- Experience in assisting / managing distributors (nice to have).
- In-situ techniques including immunohistochemistry, immunofluorescence, in-situ hybridization, and similar techniques and technologies is a strong plus.
- You are hands-on and feel confident testing assays in a laboratory environment.
- Skilled to manage technical work at the field even with little supervision.
- Strong communication and presentation skills.
- Proven track record in Life Science / Diagnostics sales and account management.
- Proactive and results driven.

Required soft skills

- Like interacting with people, bring advice and solutions to them, and demonstrate good customer service skills.
- Have the ability to adapt in a constantly changing environment.
- Can collaborate with others by working in a team, share information with peers and managers.
- Demonstrate critical thinking and analytical skills.
- Show good organizational skills and attention to detail.
- Like travelling.
- Fluency in oral and written English is a must. Additional languages a plus.

We offer

- A young and strong-growing high-tech company.
- A diverse and international working environment with a strong network.
- A highly interactive team with strong personal and technical qualities.

How to apply

Send your complete application through human.resources@lunaphore.com