



Inside Sales Specialist

 Lunaphore Technologies SA

 Remote based in Germany
(preferably Frankfurt or Munich)

Job title: Inside Sales Specialist

Reports to the: Sales Manager

Activity rate: 100%

Type of contract: Permanent

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 an 'Inside Sales Specialist' to support our distribution partners and customers in the sales of our products portfolio in biopharma and academia across Germany and the United Kingdom. You will have good knowledge of Immunohistochemistry and tissue biomarker analysis applications, and the human skillset required to succeed in sales and take Lunaphore to the next level.

Responsibilities and duties

- Achieve assigned territory sales goals.
- Build long term relationships with distribution partners and customers to drive sales objectives and exceed targets.
- Develop and execute territory and account specific sales strategies.
- Attend customer meetings remotely or on site and present the products and applications and perform on site and remote product demonstrations when appropriate.
- Train and support distribution partners and customers in operating the products properly.
- Work closely with the sales, customer support, marketing, and other functional departments to provide high quality customer experience.
- Understand thoroughly both specifications and applications side of the products and technology.
- Keep track and share details and feedbacks from the field.

- Work remotely, and travel occasionally to customers and distribution partners sites within Germany and the UK as well as to the company headquarters in Switzerland (20-40% in total).

Required qualifications

- Master's or PhD degree in Biology, Life sciences, Bioengineering, Medicine, or other similar background.
- Experience and understanding of the academia / biopharma research market in immuno-oncology / neurosciences or related segments as well as the spatial biology market.
- Preliminary experience in Sales roles in the Life sciences field is a strong plus.
- Knowledge and hands-on experience of immunohistochemistry, in-situ hybridization, or similar techniques is a strong plus.
- Experience in assisting / managing distributors is a plus.
- Proficiency in oral and written German and English is a must. Additional languages are a plus.

Required soft skills

- Passion for social interactions, and for bringing appropriate advises and solutions to address people's challenges.
- Effective communication, good listening, and strong negotiation skills.
- Entrepreneur's mindset, proactive and results driven.
- Team-player, sharing information with peers and managers.
- Comfortable working remotely.
- Critical thinking and analytical skills.
- Good organizational skills and attention to detail.

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

 **Lunaphore Technologies SA**
Route de Lully 5c
CH-1131 Tolochenaz

 **www.lunaphore.ch**

 **human.resources@lunaphore.com**

 **+41 21 353 58 15**