

Sales Development Representative

 Lunaphore Technologies SA

 Tolochenaz (Vaud), Switzerland

Job title: Sales Development Representative

Reports to the: Sales Manager

Activity rate: Full-time

Type of contract: Permanent

Start date: August 2021 or asap

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 'Sales Development Representative' to provide vital sales development support to Lunaphore Technologies' commercial organisation, ready to join a hard-working team, passionate about taking Lunaphore to the next-level.

Responsibilities and duties

- Generate and engage targeted list of prospects.
- Qualify inbound leads according to the Lunaphore lead qualification process.
- Create and implement lead generation campaigns and activities as directed by Sales Specialists and sales management.
- Engage with prospects via cold calls, emails and platforms such as LinkedIn to develop interest in Lunaphore's technology and product portfolio.
- Effectively communicate Lunaphore's value proposition and both functional and technical content to basic and translational research customer segments, CRO, Biotech and Pharmaceutical companies as well as related industries where a potential fit for Lunaphore's technology has been identified.
- Map key geographies, scientific clusters, accounts, and stakeholders. Understand prospects' pain points, gather technical requirements, correlate business value to prospects' needs and determine the likelihood of the prospect being a good fit for Lunaphore.

- Partner with assigned Sales Specialists to develop go-to-market strategies in respective territories.
- Consistently achieve assigned lead generation quotas and performance goals.
- Update and maintain prospect information and sales activities on Lunaphore CRM systems.
- Provide Sales Specialists with detailed notes on prospect interaction and deal insights to ensure the opportunity is understood, and next steps are clearly defined during Sales Qualified Lead handover.

Required qualifications

- Bachelor's or Master's degree containing a scientific or analytical component
- A preliminary working experience in a commercial organization in the Life Science/Diagnostic tools and services provider.
- Fluent English speaker, additional languages are a plus.

Required soft skills

- Organizational skills and attention to detail.
- Ability to interact and work in a team.
- Capacity to adapt in a constantly changing environment.

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

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