### Sales Development Representative

**Lunaphore Technologies SA**  
Tolochenaz (Vaud), Switzerland

<table>
<thead>
<tr>
<th>Job title:</th>
<th>Sales Development Representative</th>
<th>Reports to the:</th>
<th>Sales Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activity rate:</td>
<td>Full-time</td>
<td>Type of contract:</td>
<td>Permanent</td>
</tr>
<tr>
<td>Start date:</td>
<td>August 2021 or asap</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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*