

Technical Sales Specialist – US

Reports to: Sales Manager US

Type of contract: Permanent Start date: ASAP

Are you an experienced **Technical Sales Specialist**, looking for an exciting challenge where you can have an impact on the future growth of your company?

About us

Lunaphore Technologies is a company born with the vision of accelerating cancer research, by making spatial biology mainstream in every research laboratory. We build solutions that simplify technology adoption for discovery and translational research laboratories and empower researchers to develop better targeted treatments for cancer and other diseases.

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.

Your Missions

- 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.

Your ideal profile

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

What we offer

- A dynamic company where you can have a real impact
- An environment where you will be able to grow both professionally and personally
- Collaborate every day with a young, interactive, and motivated team

Are you passionate about making spatial biology mainstream and empowering researchers? Us too!
Send us your complete application through **human.resources@lunaphore.com**

