

## Sales Development Representative

**Reports to:** Senior Sales Manager

**Type of contract:** Permanent

**Start date:** 01.10.2022

### 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.

To strengthen the Sales function, we are looking for a highly motivated and dynamic individual to join our team!

### Your Missions

- 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 other outreach platforms 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 in Lunaphore CRM

### Your ideal profile

- Bachelor's or Master's degree containing a scientific or analytical component
- Experience in a commercial organization in the Life Science/Diagnostic tools and services provider
- Fluent English speaker, additional languages are a plus
- Organizational skills and attention to detail
- Ability to interact and work in a team
- Capacity to adapt to a constantly changing environment

### 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
- A diverse and international working environment

Are you passionate about making spatial biology mainstream and empowering researchers? Us too!

Send us your complete application through [human.resources@lunaphore.com](mailto:human.resources@lunaphore.com)