

# Technical Sales Specialist – UK, Ireland & Nordics

**Reports to:** VP Sales and Customer Supports    **Type of contract:** Permanent – 100%

**Start date:** ASAP

## 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.

## Summary

We are looking for a 'Technical Sales Specialist' with experience selling capital equipment and consumables 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 UK, Ire & Nordics. You will have strong hands-on technical skills, knowledge of IHC, IF and tissue biomarker analysis applications, and solid account management experience. You are 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
- Build long-term relationships with distribution partners to drive sales objectives and exceed targets
- Develop and execute regional, territory and account-specific sales strategies
- Train and support distribution partners and customers in properly operating the setup and implementing assays
- Perform onsite 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 all the technical aspects of the product thoroughly 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 traveling to customer sites (50-80%)
- Remote employees are required to travel to the Swiss site on request to support customer application activities.

### Required qualification

- You have a biology background: Master's or PhD degree in Biology, Life sciences, Bioengineering, Medicine, or other similar background, allowing you to understand the product's applications
- 5+ years experience in technical sales roles in the life sciences research market
- Entrepreneurial mindset, resilience, long-term vision
- Experience dealing with academia/biopharma players in immuno-oncology / neurosciences segments
- Understand the spatial biology market
- Experience in assisting / managing distributors (nice to have)
- Knowledge of 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 in managing technical work in 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
- Clean Full Driving License

### Required soft skills

- You like interacting with people, bringing them solutions, and demonstrating good customer service skills
- You can adapt in a constantly changing environment
- You can collaborate with others by working in a team and sharing information with peers and managers
- You demonstrate critical thinking and analytical skills
- You show good organizational skills and attention to detail
- You like traveling
- 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
- 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)