



MaxWell Biosystems is an electronics-focused biotech company based in Zurich, Switzerland, developing and selling high-content electrophysiology platforms to help our customers in the pharmaceutical industry and in academia make their drug discovery and research more efficient. We seek highly motivated and talented individuals who will contribute to shape our future.

Field Application Scientist (100%)

The cutting-edge electrophysiology platforms of MaxWell Biosystems enable scientists in pharmaceutical industries, contract research organizations, and academia around the world to characterize the function of neurons and the effect of compounds. Our solutions include hardware, software, and data analysis. As a field application scientist, you will be our expert in the various applications of our products and will be a key representative of MaxWell Biosystems to our current and prospective customers. You will be involved in sales and support activities, offering the best solutions to the needs of our users. You will prepare presentations of our products, perform demos in front of clients using their biological samples, and increase product sales by convincing customers to buy our products.

Your Responsibilities

- Identify, approach, and communicate with potential customers; perform product presentations and demos
- Identify, advance, and close business opportunities
- Represent MxW at conferences and trade shows
- Manage sales contracts and customer contacts
- Handle system demos, installations and trainings, both onsite and remotely
- Communicate all relevant customer information, including product and/or customer experience to Product Management, Application Development, Sales, and Marketing, keeping CRM up-to-date with customer information and interactions
- Travel for sales and support, whenever necessary and possible; provide technical and applications assistance, troubleshooting support to customers in the field
- Report directly to our VP Marketing and Sales

Your Profile

- MS/PhD degree in fields related to neuroscience / stem cell biology / physiology
- Several years of laboratory experience with microscopy / electrophysiology preferred; with microelectrode arrays – a plus
- Fluent in English; other languages are a plus
- Experienced as a Field Application Scientist or in a similar position and knowledge in imaging or electrophysiology equipment and related applications – a plus
- Strong presentation and communication skills, experienced in interacting with scientists
- Willingness to travel ~50%
- Customer-centric and aware of markets, trends, and competitors
- Proficiency in Microsoft Office suite (Word, Excel, Outlook, Powerpoint)
- Good understanding of scientific results and statistical analysis
- Knowledgeable in the field of iPSC and organoids is a plus, having an established network in this field is a huge plus ☺
- Enthusiastic, dynamic, self-motivated and proactive person
- Proven ability to work independently and within a team environment

Are you motivated, innovative and committed to delivering first-rate performance? Do you enjoy working in an international, multidisciplinary, and interactive team? Then we might have a position for you. Join MaxWell Biosystems in innovating the future of electrophysiology for drug discovery and basic research.

Marie Obien looks forward to receiving your application documents (cover letter, resume, publication list, letter of recommendation and degrees including transcripts) by email at hr@mxwbio.com.