



MaxWell Biosystems is an electronics-focused life-science 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. Workplace is Zurich, Switzerland.

## Scientific Sales Representative (100%)

At MaxWell Biosystems, we market and sell cutting-edge electrophysiology platforms that 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, data analysis, and assay development.

As a Scientific Sales Representative, you will have the unique opportunity to establish a strong network among scientists in pharmaceutical companies and academia around the world working on drug discovery using induced pluripotent stem cells (iPSC) and organoids. You will experience and learn first-hand about the research goals that drive our customers and the corresponding experimental needs, and you will be responsible to report customer feedback to product managers at MaxWell Biosystems. In this position, you will focus on achieving the business objectives of MaxWell Biosystems by identifying potential customers, introducing them to our products, and working with them towards purchase of systems and recurring consumables, with emphasis and care on providing the optimum products and solutions for their research needs.

### Your Responsibilities

- Identify new potential customers via prospecting, phone calls, setting up appointments, and product presentations
- Qualify and follow-up on leads generated by Marketing activities
- Advance and close business opportunities
- Develop and propose strategic sales plans towards achieving targets and objectives, as aligned with the Sales and Marketing plans
- Represent MxW at conferences and trade shows
- Develop and maintain business relationships with current and prospective customers
- Develop deep understanding of our products and various applications to be able to consult, recommend, and sell products and solutions to prospective and current clients that best meet their needs
- Document all communications and customer feedback in the CRM
- Coordinate with our customer success and product management team regarding feedback from the field
- Report directly to our VP Marketing and Sales

### Your Profile

- BS/MS degree in fields related to life science / bio engineering
- Fluent in English, other languages are a plus
- 1-2 years of experience in the laboratory
- Strong presentation, communication, and interpersonal skills
- Strong organizational and time management skills
- Willingness to travel ~50%
- Customer-centric and aware of markets, trends, and competitors
- Proficiency in Microsoft Office suite (Word, Excel, Outlook, Powerpoint)
- Knowledgeable in the field of iPSC and organoids is a plus ☺
- Enthusiastic, dynamic, self-motivated and proactive person, with high level of drive to capture all business opportunities
- Proven ability to work independently and within a dynamic, international team environment
- Fresh graduates will be considered

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, letter of recommendation and degrees including transcripts) by email at [hr@mxwbio.com](mailto:hr@mxwbio.com).