



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.

Scientific Sales Specialist (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, and data analysis. As a Scientific Sales Specialist, you will manage existing relationships of MaxWell Biosystems and generate revenue by identifying potential customers, introducing them to our products, and working with them towards purchase of systems and recurring consumables, with focus and care on providing the optimum products and solutions for their research needs.

Your Responsibilities

- Develop and maintain business relationships with current and prospective customers
- 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
- Manage sales contracts and customer contacts
- 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
- Travel for sales and support, whenever necessary and possible
- Document all communications and customer feedback in the CRM
- Report directly to our VP Marketing and Sales

Your Profile

- MS/PhD degree in fields related to neuroscience / stem cell biology
- Fluent in English, other languages are a plus
- 2-3 years experience as a Field Sales Representative or in a similar position is required; knowledge in imaging or electrophysiology equipment and related applications is a plus
- 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, 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 an international 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, letter of recommendation and degrees including transcripts) by email at hr@mxwbio.com.