



Positionsprofil

Sales Specialist Detection, German-speaking Switzerland (m/f/d)

Our client is a leading manufacturer of automated laboratory instrumentation and cutting-edge technology products for Life Sciences, and clinical diagnostics.

This is a multi-faceted role, responsible for the distribution of capital investment multimode readers and washers.

This sales role operates home office-based, located in the territory (German-speaking part of Switzerland).

It is a challenging position in a dynamic, international and diverse organization. It includes a comprehensive compensation and benefits package, and exciting career opportunities, incl. a wide range of training courses.

Your responsibilities:

- Achieving the defined sales target for German-speaking Switzerland.
- Competent Consultation of existing and newly acquired (!) customers.
- Project management with customers from initial qualification until installation of the sold solution.
- Consultation and Qualification include live- or virtual customer demonstrations of the Detection's plate reader hardware and software portfolio.
- Close cooperation with back office and service staff during order handling, instrument installation, After-Sales coverage.

Your ideal qualification:

- Degree in Life Sciences (biology, biochemistry, chemical) or comparable.
- Sales experience preferred but not a Must.
- Strong presentation and communication skills.
- Excellent interpersonal skills, high self-motivation.
- Flexibility; able to thrive in a fast-paced environment.



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- Fluency in German and English language skills, in word and writing; knowledge in French advantageous.
- Readiness to travel.

Please, contact for further questions:

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