

SCIENION, with its corporate headquarters in Berlin offers complete solutions for precise liquid dispensing applications. Its proprietary ultra low-volume dispense technology enables multiplexing and high throughput production of multiparameter assays in diagnostics, life and material sciences.

The launch of a new product line, cellenONE®, focused on single cell handling has enabled SCIENION to grow rapidly and to be considered a unique player in the industry, with applications in NGS, cloning and precision medicine.

We are currently looking for a:

**Technical Sales Representative Europe (French Speaking)  
based in Lyon or Berlin**

We're seeking a customer-centric, sleeve-rolling Sales Manager who can support our passion for various applications of our liquid handling technology.

The position will focus on sales growth using our proprietary, innovative microscale liquid dispensing for both single cell and other microfluidic/rapid assay applications.

This position will be based in Berlin (Germany) or Lyon (France) and will report to the VP of Sales and Marketing.

**Responsibilities:**

- Serves customers by selling SCIENION products according to customer needs
- Gains customer acceptance by explaining or demonstrating cost reductions, process improvements and other benefits that can be implemented
- Achieves sales plan in assigned territory for all SCIENION's product groups
- Obtains sufficient knowledge of accounts in order to develop and maintain account strategies in territory
- Develops and maintains effective time, territory, and account management practices
- Develops and maintains consultative sales skills and product knowledge, with associated features and benefits required to convert customer needs to sales
- Keeps sales management informed by submitting activity reports and results of territory
- Has an ability to investigate new applications and sales potentials
- Completes all reports and customer information effectively and consistently as deemed necessary by SCIENION

- Gives feedback to management regarding new potential applications or competition in the marketplace
- Travels internationally for trainings, sales meetings, conferences and trade shows
- Travels within territory as needed to achieve sales plan
- Professionally represents SCIENION

### **Education and/or Experience**

- BS degree in either Biochemistry, Analytical Chemistry, Physics, or Microbiology, or similar degree
- 3+ years of sales experience in related capital equipment or diagnostics market
- Broad industry knowledge with automation experience is a plus
- Must be a self-starter, work well without supervision, and show personal responsibility
- Strong organization and management skills
- Strong presentation skills demonstrated before customers, peers, and upper management
- Ability to communicate clearly
- Practical computer skills
- Fluency in English and French
- Approximately 50% or more travel time will be required

Compensation will be competitive and include salary and performance related incentives.

Candidates with a high level of commitment and initiative are encouraged to apply.

Are you interested?

Then we are looking forward to meeting you. Please send your application documents with your earliest possible starting date and salary expectations to **hr@scienion.de**.