

Technical Sales Manager

Scientific Instruments for the Analysis of Molecular Interactions

Boston/Cambridge, MA

DYNAMIC BIOSENSORS is a young biotech company based in Munich, Germany, and San Diego, California, providing novel technology for biophysics in the areas of molecular interaction analysis and drug discovery. The company's pioneering and award-winning **switch**SENSE® technology is used in life science research in academic and industry laboratories. Beyond the science, DYNAMIC BIOSENSORS is buzzing with ideas and nice people, and is fueled by an entrepreneurial spirit.



switchSENSE® – smart biophysical analysis

BINDING KINETICS & AFFINITY – PROTEIN DIAMETER & CONFORMATIONAL CHANGES – THERMODYNAMICS

We are seeking highly motivated individuals to join our team as **Technical Sales Managers**.

We welcome applications from high-potentials in early stages of their careers who want to use their outgoing personalities to develop skills in the commercial side of the life science industry.

Job Description

Dynamic Biosensors provides high-quality bioanalytical systems. Our business development and sales processes require expert technical knowledge and the establishment of long-term relationships with our scientific customers. Reporting to the Director of Business Development (USA) you will be part of an interdisciplinary sales and R&D team and will be tackling a set of diverse tasks while managing and conducting business development and sales processes:

- Identify new users for our scientific instruments in academia and the pharma/biotech industry
- Organize seminars and give technical presentations about the **switch**SENSE® technology
- Develop technical solutions for customer applications together with our science team
- Coordinate technology evaluation projects and product demos; collaborate with science and sales teams
- Manage collaboration projects and customer relations with key-opinion leaders
- Support marketing activities by attending conferences, trade shows, and user meetings

Requirements

- BSc, MSc, or PhD in biophysics, chemistry, molecular biology, pharmacology, biotechnology, or similar
- Excellent communication and presentation skills
- A friendly and outgoing personality with great team spirit, natural sales talent
- Ability to manage several projects simultaneously in a structured, well-organized approach
- Experience in sales is a plus
- Experience with biophysical methods for molecular interaction analysis (SPR or other) is a plus
- Experience in drug discovery of large and small molecules and advanced laboratory equipment is a plus
- Willingness to travel within North America and to Europe (Munich); driving license required

Location & Travel

- The position shall be based in the Boston / Cambridge (MA) area
- Visits to our offices and application labs in San Diego, CA, and Munich, Germany (app. 5-10 per year)
- Business trips to customers and collaboration partners in the US and Canada, primarily on the East Coast

We offer

- Scientific training in biophysical analysis of molecular interactions
- Commercial training in sales of CapEx scientific equipment
- A fun and dynamic work environment amongst a young, multicultural team
- Competitive compensation

Contact

Please send your application and CV as a single PDF document to
careers@dynamic-biosensors.com | www.dynamic-biosensors.com