

## Technical Sales Manager

### Scientific Instruments

San Francisco Bay Area, CA

We want to strengthen customer relations to promote our innovative **helix**<sup>®</sup> biosensors and are seeking highly motivated individuals to join our team as Technical Sales Managers. We welcome applications from high-potentials in the **early stages of their careers** who want to use their outgoing personalities to develop commercial and technical skills in the life science industry.



#### If you like:

- people and science
- identifying and developing technical solutions for real-world applications
- promoting technologies to fight cancer and other diseases in order to be embedded at the forefront of next-generation drug development
- advanced scientific instruments for high-end research challenges in academia and industry
- getting to know new people by attending conferences and trade shows, learning about their technical challenges, and engaging in scientific discussions
- explaining technology in a comprehensible way by giving presentations and organizing seminars
- coordinating technology evaluation projects and managing the collaboration of scientists
- traveling and an international work environment
- being part of a dynamically growing team

#### And if you have:

- a friendly and outgoing personality with great team spirit and a natural sales talent
- excellent communication and presentation skills, plus a keenness to start conversation
- a background in biotechnology, biophysics, chemistry, molecular biology, pharmacology, or similar (BSc, MSc, or PhD degree)
- the ability to manage several projects simultaneously using a structured, well-organized approach
- experience in one or some of the following areas is a plus: sales, biophysical methods for molecular interaction analysis (SPR or other), drug discovery, advanced laboratory equipment

#### Get in touch with us!

CAREERS.

JOIN OUR TEAM.

dynamic  
BIOSENSORS

#### Location & Travel:

- The position is based in the San Francisco Bay Area, CA.
- Visit and stay connected with our offices and application labs in San Diego, CA, and Munich, Germany.
- Travel involves business trips to customers and collaboration partners, both in the US and Canada, primarily on the West Coast.

#### We offer:

- a fun and dynamic work environment with a young, multicultural team
- scientific training in the biophysical analysis of molecular interactions
- training in the sales process of CapEx scientific equipment
- competitive compensation and the possibility for rapid career development alongside a growing team

#### About Us

Dynamic Biosensors is a young biotech company based in Munich, Germany, and San Diego, CA, focused on the development and marketing of our pioneering and award-winning **switchSENSE**<sup>®</sup> technology for molecular interaction analysis. We provide solutions to academic and industry partners in the areas of biophysical analysis and drug discovery. Beyond the science, Dynamic Biosensors is buzzing with ideas and creative people, and is fueled by an entrepreneurial spirit.

Our just-launched **helix**<sup>®</sup> line of modular instruments pushes the boundaries of what has previously been possible in biosensing. It provides a higher information content than any other biosensor by enabling the simultaneous analysis of binding kinetics, affinity, and conformational changes in protein and nucleic acids. It features advanced automation with a throughput of up to thousands of samples per day, and outperforms state-of-the-art systems in resolving the fastest binding kinetics as well as the most stable interactions. Its two-color detection capability offers unique possibilities in the characterization of complex binders, for instance, bispecific antibody formats for cancer immunotherapy.

Learn more about **switchSENSE**<sup>®</sup>, biosensing with electrically actuated DNA nanolevers, and **helix**<sup>®</sup> at [www.dynamic-biosensors.com](http://www.dynamic-biosensors.com).

#### Contact Us

Please send your application and CV as a single PDF document to [careers@dynamic-biosensors.com](mailto:careers@dynamic-biosensors.com)

Please reference: Job ID = Tech Sales SF Bay Area, Oct 2019