

Sales Specialist

Exceptional opportunity to join a life science technology leader in the early growth stage in a pivotal team role.

After a successful launch, Vivlion is globally serving CRISPR reagents and services. We are a Frankfurt-based company spun out of Goethe University, holding exclusive licenses to the innovative 3Cs technology for next generation CRISPR reagents. Our portfolio of reagents and services enables CRISPR screening at unprecedented quality and complexity. We are proud to be the only commercial providers of combinatorial CRISPR libraries, with our multiplexing technology lifting CRISPR screening to a new level. Our customers are researchers in biotech/pharma industry with a primary focus on the US and the European market. Today we serve our customers directly and via a marketing partnership with Twist Biosciences, San Francisco. Keen on shaping a success story?

Your responsibilities:

- Connect with prospects & clients, follow-up on marketing-generated leads
- Actively generate new leads & create more contracts
- Maintain customer relationships & provide highest level of customer service
- Promote Vivlion's product portfolio & ensure high level of field productivity
- Provide pre-sales technological expertise as well as after-sales customer support & training
- Maintain accurate reports of customer contacts
- Develop a strong understanding of CRISPR applications using 3Cs technology
- Support the development of training materials

Your profile:

- Master degree in a natural or life science discipline
- Strong communication skills
- Strong business acumen & service skills
- English fluent
- Ability to travel globally as required
- Commitment to be part of a team &
- work in a start-up environment

Preferred:

- Sales experience in biotech industry
- Consultative sales experience

If you are interested in being part of the exciting journey of Vivlion, please forward your application with cover letter, CV, references in one pdf to careers@vivilion.de.

Vivilion is an equal opportunity employer and considers all qualified applicants.

Vivilion GmbH - complexity meets simplicity.

