

Distributor & Sales Support – 100% (part time possible)

Are you ready to get out of the corporate comfort zone and enter the world of an exciting startup? Do you have a passion for innovative solutions and revolutionary products? Do you want to take the challenge of a company that will change the field of cryopreservation in a few years? Then this job is for you! For our new revolutionary cryotubes, we are looking for a customer oriented person that will support the company's distributors and assist in direct sales.

Core Responsibilities:

- Contact selected potential customers at hospitals, clinics, biobanks, academic institutions and others throughout assigned territory to sell medical consumables.
- Deliver presentations and perform product demonstrations to doctors, technicians and nurses in laboratories where samples are kept and frozen.
- Monitor market and provide competitive information such as bid situations, pricing data, or bundling arrangements, gather relevant competitor information in order to allow the company develop strategies and establish negotiated pricing contracts for assigned products.
- Prepare the company's presence in exhibitions proactively and attend them actively
- Collaborate with the distributors, sharing information from the market with them and thus supporting them in their sales

Qualifications & Experience:

- Apprenticeship as Laboratory Technician or BSc/MSc in Biology or Chemistry
- Practical and theoretical experience in the field of cryo-storage
- Strong technical interest and skills to improve products and solutions for customer
- Service-oriented attitude
- Strong communicator and collaborator in a multidisciplinary team
- Fluency in German and English, written and spoken

You regard yourself as a well-organized team player with strong technical interest in the field of cryogenic tubes. You are a service-oriented person who copes well with a certain level of routine and would like to work in a promising start-up company.

Have we sparked your interest in this challenging and exciting position? We look forward to receiving your application and CV at our company email, info@1cryobio.com.