

Job opportunity **Technical Sales Manager**

Company Introduction

For twenty years now, the miniaturization capabilities have opened up new fields of application in biological research, medical diagnosis, biochemistry, etc.

Microfluidics, the science and technology of systems able to handle small volumes of fluid, is an indispensable tool for the development of these new applications.

FLUIGENT, the world leader in microfluidic flow control instruments, is part of this environment. Fluigent is an innovative SME, which develops, manufactures and commercialises microfluidic flow handling solutions.

Fluigent has 10 years experience in the flow control at the micron scale, with more than 1,200 equipments sold all over the world.

The company is ISO-9001 certified since 2010 and has two subsidiaries in Germany and the United States since 2014.

Role of the Technical Sales Manager

The Technical Sales Manager is responsible for developing sales activities and customer portfolio in Western Europe. He/she reports to Fluigent CEO and works in close relationship with the sales team to define the sales strategy. His/her main role is to help define and implement sales team plan.

He/she will be in charge of:

- Carrying out demonstrations of Fluigent's products at customer sites. This includes a deep understanding of the individual applications and being able to demonstrate them with complete competency. It will also require a fair understanding of the scientific literature relating to Fluigent's main applications.
- Carrying out demonstrations at international conferences, trade shows and workshops.
- Acting as the direct contact in Europe for all commercial queries from Fluigent's current customer base and future customer base. Cooperate actively with the R&D team and the Customer Support team for answering to technical queries.
- Submitting timely, accurate, competitive pricing and sales histories on all quote requests.
- Circulating around the current customer base to keep them up to date with new technology, help with any technical enquiries.
- Managing effective prospecting for new sales opportunities, follow ups and closes of those opportunities.
- Managing the person responsible for the back-office sales process. Ensure the CRM is updated in a timely and accurate manner in order to capture all activities at the contact level.
- Maintaining regular contact with local agents.

Skills

- Master degree+ in biotechnology, chemical or physical eng., preferably in microfluidic area or PhD
- Hands-on experience in microfluidic applications preferred
- Sales experience in scientific equipment (2 years minimum preferred)
- Proven ability to organize and plan work, manage travels, and balance multiple priorities effectively
- Excellent oral and written communication and presentation skills
- Ability to work effectively as a member of cross-functional teams is required.
- Must be willing and able to travel up to 50% to meet clients at their laboratories and to attend international conferences, trade shows and workshops
- Fluency in English

Please send your CV to: jobs@fluigent.com