

CAREER | *Scientific Sales & Support Specialist, part-time*



OLS – OMNI Life Science is a family-managed Life Science company, originating in Germany and with an independent branch in Switzerland. OLS Switzerland distributes various technologies covering the workflow in cell-based research including cell culture, stem cell expansion and differentiation, cell counting and cell analysis assay technologies. Our sustained success is based on motivated employees in an innovative environment. Our team in Switzerland is growing. Grab your chance now to join us on our journey into a successful future.

For OMNI Life Science GmbH in Basel, Switzerland we have a vacant part-time position starting on August/September, 2019 as

Scientific Sales & Support Specialist, part-time (60-80%), for Lausanne / Geneva Area in the Field

expect a high degree of self-responsibility, flexibility and independency

Responsibilities

- Daily proactive sales and follow up with prospects and customers for our constantly developing scientific instrument portfolio of cell-based assay technologies. Build a loyal customer relationship, identifying new and securing existing business.
- Provide instrument demonstrations, installations and application support for selected technologies.
- Strategic business development of product portfolio within sales territory to grow recognition and revenue for innovative and sophisticated technologies within a relevant audience.
- Working from home office base.
- Report sales progress, customer activities and developments to Director of Sales.
- Participate in planning, organization and execution of seminars, trade shows and exhibitions in CH.
- Weekly travel activity within sales territory plus approx. 2-3 times per year business trips to Germany or other suppliers for product and sales trainings.

Qualifications

- Are 30+ years, have a university degree or PhD in Life Science, Biology or similar with a practical focus on cell biology.
- Are a proactive, sales driven personality with 2-3 years prior experience in scientific instrument sales and support with proven track record.
- Have relevant working experience in the lab, including hands-on cell culture experience.
- Express yourself fluently in French and English with strong written skills. Conversation skills in German are a plus.
- Enjoy to work independently and self-responsible, being self-motivated and reliable, enthusiastic about business development.
- Like to work in a small team and being solution-oriented in a structured and pragmatic manner with a strong customer focus and hands-on mentality.
- Are located in Lausanne/Geneva area and have a Swiss driving license class B.

Interested to join us?

Please send your job application, CV, and other relevant information including the earliest possible starting date and your desired salary, by email to:

Dr. Britta Gerlach
job@ols-bio.ch

What we offer

We offer you a pleasant international working atmosphere, attractive compensation and benefits as well as many opportunities to take on responsibility and to develop professionally.

A friendly environment, flat hierarchies with short decision-making processes are the basis of our corporate culture at OLS.

OMNI Life Science GmbH
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