

Position:

Field Sales Representative (f/m/d)
for France in the Life Science sector

Location:

Home based or one of our offices in Barcelona, Cambridge,
Stockholm and Reutlingen

Harvard Bioscience is a leading developer, manufacturer and provider of technologies, products and services that enable research, discovery, and pre-clinical testing for drug development. Our customers range from renowned academic institutions and government laboratories to the world's leading pharmaceutical, biotechnology and clinical research organisations. We are a publicly traded company (NASDAQ: HBIO). The Harvard Bioscience family of companies in Europe include Biochrom, CMA Microdialysis AB, Multi Channel Systems MCS GmbH, Hugo Sachs Elektronik, and Panlab.

To strengthen our Sales Team, at the Multi Channel System MCS GmbH, we are looking for a Field Sales Representative (f/m/d) for France.

...what we are looking for:

- You have a degree (bachelor's/master's/diploma/doctorate) or an equivalent qualification/ background ideally in the field of natural sciences
- You already have laboratory experience in the field of Electrophysiology, Fluidics or Microdialysis and experience in Sales
- You are interested in our wide range of products and keen to combine your scientific experience with product knowledge
- You have excellent communication skills in French and a very good knowledge of the English language
- You like to meet people and are excited to explain our products to scientists and researchers
- You are committed to the continuous development of your knowledge and enjoy working in a team
- You are curious and are eager to find new customers and opportunities
- You are an organizational talent with a precise working style and the ability to work independently

...these are your tasks:

- You are the direct contact person for our customers at universities and in the pharmaceutical industry
- Advising our customers on our in-house brands in the field of electrophysiology
- Sales negotiations and product demonstrations in the laboratories on site
- Preparation of complex offers, offer follow-ups and price negotiations
- Maintenance of the CRM database (Salesforce)
- Presentation of our products at scientific conferences and trade shows
- Regular trips to France (40-50 %)

...what we offer:

- Collaboration with well-known brands in the field of electrophysiology and other life science related industries
- An exciting product portfolio: Electrophysiology, Fluidics and Microdialysis
- A range of tasks with your own areas of responsibility and your own sales territory in France
- Hybrid working scheme: Home based and/or a pleasant working environment in our offices
- A performance-related commission scheme
- A company pension scheme
- Company car, also for private use

We look forward to receiving your application documents in electronic form, consisting of cover letter, curriculum vitae and references to: jobs@multichannelsystems.com

Contact for consultation: Kristin Endler