



# regenHU

BIOSYSTEM ARCHITECTS

*regenHU Ltd. is a capital equipment provider that has been developing, manufacturing and distributing innovative hardware and software tools for 3D Bioprinting applications since 2007. We are a pioneer in the field and our customer portfolio comprises leading universities around the world as well as key players in biotech industry, pharma, cosmetics and MedTech.*

*As part of the Nivalis Group, RegenHU's headquarters are located in the technology park "Le Vivier" in Villaz-St-Pierre (Switzerland), housing several high-technology companies. A new office in Minneapolis has just been opened.*

To learn more, please visit our web site [www.regenhu.com](http://www.regenhu.com)

We are seeking a

## **North America Sales Manager (F/M) at 100 %**

who, as part of our Sales team based in our Minneapolis office, will grow and support our North Americas customers and take a key role in our fast-growing organization.

As the ideal candidate, you will have 3-5 years' experience building and growing scientific sales to academia, pharma and biotech.

You will be a self-starter, able to work effectively on your own. You love sales and routinely exceed your sales targets. You will have a proven ability to identify and quickly qualify prospects, and efficiently follow-up on sales opportunities throughout the entire sales cycle. You are a fast learner able to understand new technologies and processes quickly. You enjoy participating in marketing and sales events and you like visiting and interacting with potential leads, with a talent for identifying in them potential customers. Besides acquiring new clients, you know how to keep customers on a long-term relationship and are recognized for your capacity in making sure the customer is happy.

### **Your tasks:**

- Reporting to the Sales Team Manager at our Swiss Head Office, develop and implement efficient lead generation strategies and sales strategies in North America to rapidly increase sales
- Progress identified leads to successful sales to achieve sales targets
- Communicate progress to the Sales Team Manager of the sales team, and update information in the CRM
- Prepare sales presentations and documentation and take part in trade shows
- Collect and report on market feedback

### **Your qualification:**

- Background in a relevant technology field.
- Knowhow in bioprinting, tissue engineering or regenerative medicine would be an asset
- At least 3 years' experience in scientific technical sales in B2B environment
- Demonstrated motivation for sales, excellent presentation and negotiation skills, results driven
- Well organized, team player and flexible; availability to travel (> 50 %)
- Advanced English skills essential, additional languages a plus.

We offer the chance to join a dynamic international team and contribute actively to the international growth of our company.

**Beginning:** immediately or upon agreement.

Job application (*motivation letter, CV, diploma, certificates and salary expectations*) to be submitted to our website.