

INTERNATIONAL SALES MANAGER

LIFE SCIENCE INSTRUMENTS

OPTICS11 Life is looking for an International Sales Manager to sell our revolutionary measurement instruments to the life science industry and academia

Company Background:

History

Optics11 was founded in 2011 as a university spin-off. With a promising unique technology based on optical fiber sensing, a first product was built in 2012: an extremely sensitive measurement device that could break new ground in the field of tissue engineering and regenerative medicine. After this product, many more unique sensing products were developed and put in the market. The company now has two business units serving different markets with different products: Optics11 Life and Optics11 Industrial Sensing. Over the last years the company has grown rapidly and employs over 50 professionals, with an installed base of successful products all over the world.

Market Opportunity:

Optics11 Life is addressing a large market opportunity. Medical treatment is going through a multi-faceted revolution. Drug development is seeing a paradigm shift towards 3D cell culture and Organ-On-a-Chip (OOC), thereby drastically reducing development cost, failure rates and time to market of vital treatments. Regenerative medicine, which aims to replace damaged tissue in patients based with stem cell based engineered tissue, will provide a cure for previously untreatable conditions, and contribute to a solution for shortage of organs for transplantation.

These fields are now developing at a high pace, starting in academia and in R&D and moving towards near-future industrial value chains. This will revolutionize medical treatment in many ways. These changes require new instrumentation, both to drive progress, to validate the achievements and to monitor and control the future industrial processes

One of the driving forces behind both the revolution in regenerative medicine as well as Organ-On-a-Chip, is a deepened understanding of the role of mechanics and forces in physiology and disease. From stem cells to organoids, from hydrogels to engineered tissues, it is becoming increasingly clear that the mechano-biological state is of major importance to the biological processes. Being able to characterize, monitor and control the mechano-biological state is going to be a key element in the emerging chains.

Optics11 Life is at the leading edge of these emerging industries, and is extremely well equipped to be able to provide the key instrumentation that these new industrial chains will need.



The key responsibilities of a Sales Manager:

- Lead and grow the International Life Science sales team – a team of young, enthusiastic and talented people
- Organize the EU and US sales team around (new) products, territories, applications
- Contribute to direct sales
- Manage, improve and recruit international distributors in Asia, ROW
- Manage and improve the sales structure and pipeline
- Create and execute a sales strategy for new products in pharmaceutical R&D
- Provide input to the marketing strategy
- Plan participation in conferences and trade shows
- Contribute to the Optics11 Life management team and company strategy

Skills and competences:

- Self-starter, highly motivated person
- BSc or MSc commercial or engineering/scientific background
- 3-5 years' experience in sales of technical hardware products
- Preferably experience in selling life science instrumentation
- A combination of technical and commercial qualities.
- An ambition to lead an international team
- An entrepreneurial drive
- Resilience and the ability to cope with rejection
- A professional and outgoing personality, with the ability to work both in a team environment and directly with clients
- Is willing to travel the world (35 – 50%)

The offer:

- An opportunity to make a significant impact on the growth of the international Optics11 Life sales organization
- Competitive remuneration depending on experience and performance
- Full-time position
- Being part of a young, dynamic and enthusiastic team
- Flat hierarchy, short decision lines, big impact
- Work in a challenging international environment
- Freedom and responsibility in structuring and leading your work

Join us!

For more information please visit www.optics11life.com

For more information about our products: <https://youtu.be/Rej4N7Z4BZI>

To apply, send in your resume and motivation letter to recruitment@optics11.com

