

## SENIOR SALES SPECIALIST

Do you want to be a part of the revolution in regenerative medicine and drug development?  
Would you like to make an impact on the development of the emerging innovative medical treatment of the future?  
Do you have an affinity with life sciences and nanotechnology?  
Are you looking for a leading role in sales in a fast growing company? Look no further!

OPTICS11 Life is **seeking a candidate in the Boston area** to bring the sales of our high-end products to the next level and directly contribute to the growth of the company.

### The company:

Optics11 Life [www.optics11life.com](http://www.optics11life.com) is a fast-growing company from the Netherlands that manufactures instruments to measure the forces and mechanical properties of soft materials, including biological samples. We are active in many different markets, with customers all over the world. You will be part of a young and enthusiastic team within the Optics11life division, working in a challenging international environment, with significant opportunities for growth. You will be field-based operating across a defined West Coast region, with support from our US office in Cambridge, MA.

### Our products:

<https://www.youtube.com/watch?v=Rej4N7Z4BZI&t=20s>

### The key activities of a Life Science Sales Representative:

- Developing new potential clients and nurturing existing clients to build and maintain a strong pipeline for Optics11 Life's mechanobiology solutions;
- Developing and executing business and territory plans to deliver agreed targets;
- Improvising and managing new approaches to reaching the biotech/pharma industry;
- leading and training junior sales representatives in the US team;
- Building strong strategic relations with key customers;
- Collaborating and coordinating with the Applications Team to provide technical expertise and instrument demonstrations;
- Attending trade shows, seminars, user meetings and other customer events and positively representing Optics11 Life at these events ;
- Using and updating CRM systems on a daily basis to maintain accurate forecast information;
- Supporting Marketing with GAP analysis and complementary feedback;
- Playing a key role in the implementation of the US growth plan.

### Do you have what it takes?

- An advanced degree in Life science or biomedical sciences;
- Expert in Scientific Sales; with a 2-3 years experience in biotech or pharma industry;
- A combination of technical, scientific and commercial attributes;
- Motivational and Proactive qualities;
- Leading skills and growth ambition;



- An ability to bridge the gap between potential customers working in various disciplines in Life Sciences, and our high-tech measurement instruments;
- Proven record of generating new business;
- Providing creative solutions for researchers dealing with complex questions in Life Sciences;
- Willingness to travel within the United States (minimum 30%);
- The candidate must be currently located in the United States;
- Legal authorization to work in the United States on a full-time basis.

**The offer:**

- Full-time
- Competitive base salary, attractive variables.
- An opportunity to make a significant impact on the growth of Optics11 Life in the US and to develop management skills;
- Leading a young, dynamic and enthusiastic team with opportunities for promotion;
- Flat hierarchy, short decision lines, big impact;
- Freedom and responsibility in structuring and leading your work;
- Full internal sales and technical training will be provided.

**EEO statement:**

Optics11 Life is an Equal Opportunity Employer. Optics11 Life does not discriminate based on race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.

**Join us!**

To apply, send **both** your resume and motivation letter to [recruitment@optics11.com](mailto:recruitment@optics11.com)

We only consider applications with a covering letter!

