

Senior Field Application Specialist (m/f/d)



cytena is a fast-growing startup from the University of Freiburg.

Our Mission:

We believe that automation and microtechnology will bring the understanding and control of individual cells to a whole new level and empower our customers to serve patients faster and better.

Our products enable our customers, like Novartis and Bayer, to bring important drugs faster and more safely to the market.

Your Challenges:

- Demonstration of our devices in the customer's laboratory and at trade shows
- Implementation of our sales strategy with the aim of expanding business with existing and new customers and partners
- Lead generation and identifying customer opportunities
- Corresponding with customers and price negotiation
- Training and technical support for new and existing customers
- Monitoring success and observation of the market and competitor activities
- Ensure timely delivery of reporting and forecasting

Your Qualifications:

- Professional experience of sales for laboratory equipment
- BSc, MSc or PhD in natural science or equivalent
- Profound knowledge of the biotech, pharma and / or life science industry
- Entrepreneurial and strategic thinking combined with a results driven and independent hands-on mentality
- High self-motivation, good planning and organizational skills
- Ability to display negotiating skills, resilience, reliability and empathy
- Excellent communication and presentation skills in English
- Flexibility and willingness to travel (40-70%) – mostly within Europe

Do you want to work at a young and dynamic startup? Do you thrive by working on various tasks and like to work in a well-structured and organized manner? Do you like to work independently and embedded in a strong team?

Interested? Then send your comprehensive application, including your salary expectations and the earliest possible starting date, as a single pdf-file by e-mail to: careers@cytena.com.

Become part of the cytena story!



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We offer

- Cutting-edge technology in the fields of:
microtechnology, automation, software / deep learning, biotech
- A creative and ambitious team
- Personal development possibilities in a growing company
- Perks: flexible working hours, pension plan, childcare allowance etc.
- Attractive pay and bonus options
- Brand-new offices and labs

Come to sunny Freiburg and join us building the lab instruments of the future!

