



Amphasys AG

Reinventing Single Cell Analysis

We are a highly innovative and globally active high-tech company, specialized in pollen quality analysis for the seed industry. We provide analytical instruments and services based on our patented microchip technology. For the next expansion step, we are looking for a

Regional Sales Manager (100%)

based at our headquarter in Root/Switzerland.

In this challenging function you will take over responsibility to grow sales and to develop the market in your territory. Among others, your main tasks include:

- Achievement of the sales objectives with new and existing customers
- Successful market development in your territory
- Customer acquisition with cold calls, webinars, on-site visits, product demonstrations and contract negotiation
- Intensive travel to meet customers, perform product demonstrations, attend trade shows and conferences
- Close collaboration with other sales managers, marketing, the support team to further develop our offering

You are an open-minded, ambitious and highly self-motivated person. You like the challenge and strive for the target with endurance and resilience. You are an excellent networker, strong communicator and you take care of your internal and external customers. You are used to work in a structured and reliable way on a high-quality level. The ideal candidate will bring the following experiences and qualifications:

- Ideally an academic education (MSc or PhD) with a background in natural science, preferably in plant or cell biology or agronomy
- Experience in selling high-value analytical instruments or equipment, ideally in an agricultural B2B environment
- An existing network in the agricultural industry (preferably seed industry)
- Excellent skills in English and/or German, any other languages are of major advantage
- Entrepreneurial spirit, communicative and people-oriented personality

What we offer:

- A highly motivated team of co-workers, an inspiring atmosphere and entrepreneurial spirit
- A versatile work environment with high flexibility
- An interdisciplinary and exciting working atmosphere, close to the management, with the potential for professional development
- A modern workplace at Technopark Lucerne with great infrastructure and easy accessibility

Are you interested and committed to play a crucial role for the success of Amphasys? Then we are looking forward to receiving your detailed application by e-mail to joerg.schrickel@amphasys.com.

