



Amphasys AG

Reinventing Single Cell Analysis

We are an innovative and globally active high-tech company, specialized in cell analysis with a focus on the seed and bioprocessing industry.

We believe that cells hold the key to a sustainable future. Our mission is to unlock the full potential of cellular applications by providing innovative and mobile cell analysis solutions based on our patented microchip technology. To strengthen our activities in the bioprocessing market, we are looking for a

New Business Development Manager Bioprocessing (100%)

based at our headquarter in Root/Switzerland.

In this challenging function you will take over responsibility to develop the market for our technology, find business opportunities and develop these opportunities into sales. Among others, your main tasks include:

- Identify, develop and close business opportunities in the area of bioprocessing, including biopharma, (precision) fermentation, cell culture, cell therapy and others
- Customer acquisition with on-site or on-line meetings, product demonstrations, trade shows and contract negotiation
- Perform projects with customers
- Grow knowledge in applications and new markets
- Support marketing with input for campaigns
- Gather information about competitor technologies and activities

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 like to explore new areas and applications. 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 biotechnology, biochemistry, molecular or cell biology
- 3 to 5 years of professional experience in sales or business development in the biotechnology or bioprocessing area
- Experience in selling high-value analytical instruments or equipment
- An existing network in the biotechnology, biopharma, or related industry
- Excellent skills in English, any other languages are of advantage
- Entrepreneurial spirit, communicative and people-oriented
- EU/EFTA citizenship or Swiss working permit

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.