



**AlveoliX'** vision is to make organs-on-chip technology the new standard for preclinical decision-making and to bring data from bench to clinic. Our organs-on-chip will make drug discovery safer, better and personalized by providing biomodels inspired by nature. They emulate the complexity of the human body on the lung-on-chip and are thus functioning as simplified organs.

## Sales Development Representative (100%)

**You** will take an active role in the further development of a young & fastmoving company and make a significant contribution to its long-term success. You are used to work in an innovative and dynamic environment, have a great initiative and are inspired by unresolved questions.

**In your role** you will drive AlveoliX' sales and business development activities. You will successfully expand our presence in assigned accounts and will identify new customers in- and outside of Europe.

### Key Responsibilities:

- Increase customer reach and sales
- Maintain existing customer relationship and broaden relationship reach horizontally within accounts
- Confidently perform product presentations and demonstrations
- Build, maintain and manage sales pipeline, forecast and an active sales calendar
- Responsibility for sales and marketing materials
- Assist executive management in all areas of business development

### Desired Skills & Experience:

- Background in biology or life-science
- Technically adept, stress resistant and challenge oriented
- Independent, proactive, and well-organized personality
- Excellent presentation and communication skills
- Minimum 3 years' experience in Sales and/ or Business development, favourably in the life-science sector
- Excellent English skills, fluent in German (every additional language is a plus)
- Travel activity for several days (approx. 10-15 times a year for 2-3 days)
- Advantageously, technical understanding of organs-on-chip and their application in pre-clinical studies

AlveoliX stands up for diversity, equality, and tolerance. Are you motivated to drive new technologies with us? Contact us!

**Reports To:** Managing directors  
**Location:** Bern, Switzerland  
**Job-ID:** SD\_2023  
**Contact:** [jobs@alveolix.com](mailto:jobs@alveolix.com)