

Open position - Sales Specialist Europe

Who are we? We are dedicated to advancing knowledge of RNA, protein and ribosome biology by enabling scientists to study the mechanisms of translation in action. We aim to develop revolutionary products that leverage the biochemistry of translation to provide new approaches to develop transformative treatments for diseases with unmet clinical needs.

We are a family company rooted in the picturesque landscape of Trento, nestled amid the Dolomite Mountains in Italy. Our fully equipped 1500-square-meter headquarters in the heart of the European Union stands as a testament to our unwavering commitment to advancement. Our global presence includes strategic subsidiaries in the United States and a dedicated team spanning four continents.

We envision a world in which knowledge of translation yields new RNA-based treatments, new diagnostic biomarkers for rare and complex diseases, and new identification and understanding of diseases related to translation dysfunction.

What are we looking for?

Position open: Sales Specialist #0020

We are seeking a dynamic Sales Representative who is ready to embark on a journey of growth and new discovery with us. The ideal profile has to be open to spending at least 15 working days a month, primarily in the UK and Northern Europe (Denmark, Sweden, Norway...), although not exclusively limited to these territories.

Requirements:

- Minimum 1 year of sales experience.
- Strong scientific background in RNA biology
- Clear mission to prospect and secure new clients
- Excellent command of the English language
- Proactive and self-motivated
- Willing to travel 50% of the time at least
- Significant experience in negotiating and closing deals
- Strong tech literacy with customer relationship management



Responsibilities:

- Open new sales opportunities to penetrate target markets, while cultivating and maintaining relationships with existing clients
- Utilize scientific knowledge to effectively communicate product benefits and value propositions
- Meet and exceed sales targets and KPIs
- Collaborate with internal teams to ensure client satisfaction and retention
- Reporting directly to the CEO

Qualifications:

- Master's degree in a scientific field preferred. PhD is a plus.
- Proven track record of sales success, preferably in a B2B environment. Alternatively, strong motivations to move out from academia and proved collateral business activities during the academic career.
- Exceptional communication and negotiation skills.
- Ability to travel frequently and independently.
- Strong organizational and time management abilities.

Benefits:

- Competitive salary and commission structure.
- Opportunities for professional growth and development.
- Exposure to cutting-edge scientific products and technologies.
- Joining a dynamic team with a clear vision and mission.

If you are a proactive and driven individual with a passion for sales and a strong scientific background, we encourage you to apply for this exciting opportunity to make a significant impact in our organization.