

We are looking for a new talent in our sales and marketing department. Are you looking for a great opportunity to start your career in the commercial field? Then you have found the perfect opportunity as a Junior Sales Representative (m/f/d). We look forward to receiving your application.

[#talent](#) [#team](#) [#opportunity](#) [#cell](#) assays [#management](#) [#job](#) #leopodshafen

About the job

AQUARRAY is a young, fast-growing company whose flagship product, the Droplet Microarray (DMA), is enabling cost-effective discoveries for scientists and researchers around the world in areas such as cell cultivation, biochemical assay, and MALDI-TOF platforms. Our passion drives us to further develop the DMA to accelerate miniaturization in life science laboratories. In 2018, **AQUARRAY** was founded as a spin-off of the Karlsruhe Institute of Technology (KIT).

We are looking for a **Junior Sales Representative (m/f/d)** for our headquarters in **Leopoldshafen or remote**.

Responsibilities

- Own and manage customer requests
- Travel up to 60% in European countries
- On-site visits to support customers in the use of the Droplet Microarray
- Identify and attend scientific conferences and trade shows
- Build a sales funnel for sustainable business
- Negotiate pricing
- Collaborate with R&D and production department to ensure customer satisfaction
- Collect and report economical changes in the territory

Qualifications

- Bachelor's or master's degree with a background in cell biology
- Understanding of CRM systems
- Ability to identify potential customers for Aquarray products
- A collaborative, solution-focused approach and strong written and spoken communication skills
- Fluent in English and German
- Understanding of the Life Science Industry preferred

What we offer

Joining **AQUARRAY** means starting your career in a fast-growing life science company with award-winning products, competitive salary and a fun, cool, supportive, and friendly team.

Do you want to be part of our success story? Then apply here: career@aquarray.com