



Sales Representative France/ Digital PCR Expert @ Stilla Tech

JOB DESCRIPTION

[Stilla Technologies](#), a fast-growing and Paris-based European start-up company, is recruiting a Sales Representative – permanent position -, knowledge in “omics” & expertise in PCR and qPCR is a real plus, to assist with the commercialization of its [Naica™ System for Crystal Digital™ PCR](#).

After closing a 16 M€ Series A funding round in November 2018, Stilla is scaling its operations worldwide, with a focus on expanding sales of its Naica system in Europe.

The Sales Representative primary responsibilities will be to represent Stilla Technologies by presenting our unique Naica platform to our potential customers. This role will require exceptional sales & interpersonal skills. You have to be motivated and passionate about commercializing a new innovating instrument in the Life Science and Clinical fields.

We are looking for someone with the proven ability to engage customers at the highest levels and to represent the capabilities of Stilla's Naica System. The objectives are to educate and motivate the customer so that they become ambassadors of our technology. We are looking for someone with a proven ability to deliver excellence in customer support.



ESSENTIAL FUNCTIONS

- Develop and execute a territory business plan; sell and promote the Naica System product with focus on Life Sciences to meet territory sales goals for an assigned part of the France; Benelux & Southern Europe Team.
- Care and support of the assigned customer segments.
- Monitor and evaluate competitive services, pricing and other activities.
- Market monitoring and reporting of relevant market changes.
- Represent Stilla through active participation in sales training, seminars and various tradeshows and roadshows. Organize and perform product demonstrations at customer's sites or at our company site.
- Prepare and organize seminars and/or webinars to wide array of audiences.
- Maintain the highest level of integrity with all customer interaction
- May be required to perform other related duties as required and/or assigned.
- Must be available for up to 60% of time for travel and for time in the field for customer's visits. Travel that may include over-night stays. Travel, mostly within France, will be a significant part of this job.



REQUIRED SKILLS

- You have the ability to operate effectively with different professionals in an international team environment and on multiple projects under tight deadlines.
- You are able to speak perfectly French & English and any other language (German; Spanish; etc..) is a real advantage.
- You are interested in continuously expanding your personal and professional skills with appropriate training.

REQUIRED EXPERIENCE

- You have a degree as biomedical scientist (BS in Biology) or a MSc in Life Sciences or any similar education.
- Preferred if you also have some experience in a similar function with sales responsibilities (account management) and ideally have already 1 or 2 years of experience in the field of Life Sciences Instrumentation Sales (Business & Life Sciences background and knowledge).
- You have a well-grounded knowledge in the field of sales techniques, sales forecasts and budget tracking.
- Knowledge and experience in selling PCR and qPCR products and/or Instrumentation
 - Experience in the digital PCR field strongly preferred
- Excellent written and verbal communication skills. Fluent in written and verbal English.
 - Team-oriented contributor (with colleagues: Management and Sales Applications Specialists).
 - Strong understanding of multi-cultural communication styles.
 - Ability to work in a fast-paced and dynamic environment including flexibility around schedule and function.
 - Self-directed with strong initiative.
 - Strong customer relationship skills are a must.

JOB LOCATION

The primary location for this job will be at Stilla's offices in Paris, France.

Must possess a valid driver's license.

This job will involve physical activity such as travel and lifting.

Permanent position.

DEPARTMENT

You will be in the Sales Team EMEA and directly reporting to the France; Benelux & Southern Europe Team Leader.

POSITION TYPE

Entry level Sales Representative Position.

SALARY

Depending on experience.

Compensation and benefits in accordance with Company policy.



ABOUT OUR ORGANIZATION

Stilla Technologies is an innovative start-up company specialized in developing tools for high precision genetic analysis. Using a breakthrough microfluidic approach, Stilla has developed a novel digital PCR process called Crystal Digital PCR. This process is implemented in Stilla Naica system, which enables fast, robust, user-friendly digital PCR, and comes equipped with a unique three-color multiplexing capacity. For more information on Stilla technology, please visit www.stillatechnologies.com

Stilla's talented and multidisciplinary team shares a passion for building successful Life Science products based on deep technological innovations. We are pursuing a huge potential market and aim become the new leader in the exciting field of precision genetic analysis. Join us!

Please apply by sending your resume and cover letter to jobs@stilla.fr