

BIO-RAD

Bio-Rad is looking for its site in Cressier (Fribourg) for a

Field Sales Specialist

Home based, for German part of Switzerland

Bio-Rad is an innovative company and thanks to its laboratory diagnostic systems world leader in the field of blood group serology.

Your tasks

- Analyze and present solutions regarding customers' technical or organizational difficulties and give relative support Account Managers and Key Account Managers.
- In the pre-sales phase, recommends technical solutions, including support to customers on the use of the systems, on site or by remote access, as well as organize and conduct demos.
- Organize and realize on-site customer training and instrument initial set-up before routine start.
- Supports colleagues and distributors' sales activities.
- Handling of internal and external feedback on applications, hardware and software using CRM and Solutions Architect.
- Provides field applicative support for customers on installed instruments and cooperate with Technical Support (Field Service Engineers) when troubleshooting implies applicative skills.

Your profile

- You have a degree as biomedical scientist or any similar education.
- You ideally already have experience in the field.
- You have a high level of scientific understanding of the IVD domain, experience in immunohematology is an asset.
- You have the ability to operate effectively with different professionals in a team environment and on multiple projects under tight deadlines.
- You are a native German speaker with a good knowledge of another national language and have very good English skills.

Our company is involved in the supply of high-quality products and services intended for diagnostic laboratories. Independence, innovation and commitment are the fundamental values that permeate our company culture, as well as a strong orientation towards our customers and a multicultural environment.

If you feel attracted to this unique opportunity and you would like to take on new challenges, we would like to get to know you. Please forward your complete application dossier (application letter, CV, copies of work certificates and diplomas/degrees, etc.) to the address given in the advertisement.

Bio-Rad Laboratories

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