

Department	Commercial Operations
Period	Starting date: Q3 / Q4 2020
Company	Biognosys AG
Location	Wagistrasse 21 8952 Schlieren Switzerland
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Customer Engagement Specialist

BIOTECHNOLOGY | NEXT GENERATION PROTEOMICS | RESEARCH SERVICES & TOOLS

Biognosys is the leading company in next generation proteomics. We offer services and products for precise, high-content protein quantification. Biognosys was founded in 2008 as a spin-off from the ETH Zurich in Switzerland. Located within the Bio-Technopark in Schlieren just outside of Zurich, we operate our own state of the art proteomics facility, providing services to pharma, biotechnology, agriculture and life science companies worldwide.

Our technology quantifies proteins with unbeatable precision and depth. Biognosys' mission is to make next generation proteomics widely available through our contract research services and our portfolio of innovative reagents and software products.

THE OPPORTUNITY

Biognosys provides services to customers with a strong scientific background in diverse fields of the life sciences. We offer solutions that are tailored to specific customer needs. You will support the services business development team in the qualification of potential customer leads coming from general marketing and sales activities. You will be responsible to serve as the link between marketing and sales, and work closely together with the business development team to support in lead qualification and initial customer interactions and sales activities. You will be accountable to maintain customer information in Biognosys' CRM database and coordinate with other members of the team to provide your support in generating and closing opportunities.

THE RESPONSABILITIES

- Support the services business development team to qualify potential leads generated from marketing and sales activities
- Convert leads into prospects by developing targeted messaging, engaging customers with follow-up emails/calls and initiating first customer discussions
- Reroute qualified opportunities to business development managers and assist for further development and closure
- Develop a clear and systematic strategy to handle high volumes of inbounds and potential leads from general marketing activities for further lead qualification
- Collaborate closely with different teams (marketing, sales, operations) to define targets and qualify opportunities with early project discussions
- Expand and maintain CRM database to track and segment leads undergoing qualification

THE PROFILE

- Bachelor's or Master's degree in Life Science, Biology or equivalent required
- Strong interest in connecting scientific information with a business approach and ability to identify customer needs
- Business-to-Business sales experience with a technical product line would be an advantage but is not required
- Self-motivated with ability to prioritize workload and work on multiple projects at a time
- Ability to work collaboratively with different teams
- Embraces relevant technology to help increase productivity and quality in her/his work
- Proficiency in Excel (table formatting and filtering, advanced formulas, etc.), Microsoft Word, and PowerPoint or similar productivity tools
- Excellent oral, written and interpersonal skills in English

WORKING AT BIOGNOSYS

We offer a dynamic work atmosphere in a young and motivated team. You will profit from an open and flexible company structure where personal initiative is appreciated and encouraged. Biognosys is backed by strong investors and offers the opportunity to grow together with the company in a promising and innovative market.

TAKE THE STEP

Please send your full application including a CV and cover letter to evelyne.nguyen@biognosys.com.
For further information please visit www.biognosys.com.