



InSphero is an innovative biotech company in a rapidly growing sector helping its customers in pharmaceutical and chemical industry to make their compound discovery and development safer and more efficient. InSphero has partnered with leading pharmaceutical and biotech companies to develop and produce highly functional, organotypic, three-dimensional cell-based microtissues in the areas of toxicology, liver diseases, diabetes and oncology. With manufacturing sites in both Switzerland and Brunswick, ME, InSphero is well positioned to be a global solution provider in drug discovery and development. We are looking for a highly motivated, well-connected and entrepreneurial individual to join this team.

### **VP, Head of Sales and Business Development, North America (100%)**

Reporting to the Chief Business Officer (located at the company headquarters in Zurich, Switzerland), the VP, Head of Sales and Business Development is responsible for developing and driving all sales activities in North America, transforming the market using the disruptive innovation developed by InSphero. This includes the execution of the global sales strategy in the region by leading a dedicated field sales force, targeting primarily pharmaceutical and biotech customers, and ensuring the achievement of revenue and business goals. Starting date: as soon as possible.

#### **Main responsibilities**

- Manage and lead a team of dedicated Sales Directors, Field Applications Scientists and Sales Support Specialists with a focus on new customer acquisition and growth; create a culture of success and ongoing goal achievement
- Define and oversee sales staff compensation and incentive programs
- Develop sales targets, support implementation of global sales strategy and consolidate reporting from region/territories
- Establish sales objectives by planning and forecasting annual sales targets for region and territories; project expected sales volume and profit for existing and new products and services
- Build excellent business relationships with key-account customers, key-opinion leaders and strategic marketing partners
- Actively promote and present InSphero to customers; represent InSphero at conferences and exhibitions
- Support implementation of powerful sales organization by setting up processes and tools; productive interface management with Marketing, Services, Product Management and Operations
- Support regional sales team in developing, negotiating and closing deals as needed
- Reporting of all regional market and competitor activities, business results and budget processes to the Chief Business Officer

#### **Profile**

- Biology-related degree (MSc or PhD) with good understanding of cell biology/molecular biology; a business degree is a plus
- Min. 5 years of sales and managerial experience in life-science consumable business
- Proven track record in introducing and implementing a game changing technology achieving solid sales growth
- Proven leadership skills and experience
- Strong strategic consultative selling and key account management
- Proven track record in leveraging CRM tools and strategic selling methodologies

- Extensive and relevant contacts in the biotech, pharmaceutical and chemical industries
- Strong negotiation, communication, and presentation skills
- Strong business sense and entrepreneurial thinking; hands-on mentality
- Ideal location: Boston area

We are looking for a highly reliable personality who assumes responsibility. We are offering an international and dynamic work environment, which will allow you to participate in shaping InSphero's future. We are looking forward to receiving your application by e-mail at [hr@insphero.com](mailto:hr@insphero.com).



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