



## **Job position: High-performing and autonomous Sales Specialist in microscopy**

At Abbelight we are driven to advance biological and biomedical research by making powerful super-resolution microscopy easy and accessible for all users. Together with researchers, biotech labs and medical facilities, we aim to unlock the next generation of imaging tools to understand biology and help improve human health.

**We are looking for an experienced Sales Specialist with 5 years of sales activity and a strong background in microscopy and the life sciences to join abbelight's sales department. The position is immediately available.**

Reporting to the Sales Director, you are eager to join a young and dynamic team to participate in the success of the company. You will be responsible for the development of a customer portfolio and ensure the growth of abbelight internationally in a high level technical and scientific environment. You have good business knowledge and understand the functioning and the stakes of a start-up company and participate to its growth. You share the values of the company, namely excellence, customer oriented and goodwill.

### **Your missions**

Your missions will include:

- Learn and apply the company's existing sales processes and tools
- Prospect and qualify leads to generate a customer portfolio and generate growth
- Manage and develop a client portfolio independently
- Define and implement a sales plan and key account management
- Regularly visit customers on site to develop customer relationships (many international trips to be planned)
- Participate in events: seminars, conferences...
- Participate in the elaboration of the commercial strategy according to fixed objectives
- Follow up on actions, update the CRM and build reports to the manager
- Interact closely with your colleagues in scientific support, R&D ... in a multicultural world

## REQUIRED PROFILE / SKILLS

You have a **MSc/MEng** or equivalent (**BAC+5**) in physics or in biology and experienced in photonic microscopy (ideally super-resolution techniques). You have a successful experienced in sales in academic research and/or industry with a **minimum of 5 years**.

- Be strongly customer oriented
- Be results and customer satisfaction oriented
- Enjoy challenges
- Have good interpersonal skills
- Be a good listener and have a good ability to analyze needs
- Be autonomous and organized
- Master at least French and English (another foreign language is a plus)

## WHY ABBELIGHT / WHAT WE OFFER

**TEAM** A passionate, multidisciplinary, multicultural and quickly growing team, based just outside of Paris.

**STABILITY** Permanent position (CDI) with health benefits, and the French work-life balance.

**EVOLUTION** The role is flexible and can evolve in multiple directions as the company grows.

## HOW TO APPLY

Send your CV and answer a couple of questions by using this [FORM](#)

[https://docs.google.com/forms/d/e/1FAIpQLSe9\\_2MhfeGhdFPJYEwAfbT9UrTwIR8Y8KIWuESAYDfx8\\_1hvA/viewform?vc=0&c=0&w=1&flr=0&usp=mail\\_form\\_link](https://docs.google.com/forms/d/e/1FAIpQLSe9_2MhfeGhdFPJYEwAfbT9UrTwIR8Y8KIWuESAYDfx8_1hvA/viewform?vc=0&c=0&w=1&flr=0&usp=mail_form_link)

## ABOUT ABBELIGHT

Founded in 2016, abbelight is a fast-growing start-up specialized in super-resolution fluorescence microscopy, specifically Single Molecule Localization Microscopy (SMLM). The technology developed by abbelight is based on three areas of expertise: chemistry, optics and computer science. The products developed integrate a constantly evolving know-how and allow abbelight to offer a complete solution, from sample preparation to data analysis, including modular instrumentation that can be adapted to customers' needs. See also: [www.abelight.com](http://www.abelight.com)