



Head of Sales and Field Applications Support, North America

Abbelight

Remote, USA

Abbelight is headquartered in Paris, France with a commercial presence in selected global markets in EMEA, North America and APAC. We are growing and looking for exceptional talent to join our amazing company in support of our mission.

Abbelight is creating the future of imaging from microscopy to advanced nanoscopy.

We are committed to supporting with our advanced imaging solutions the research institutions, biotech, and biopharma worldwide that are pushing the boundaries of scientific discovery to improve human health.

Nanoscopy is a game changer and obtaining the best images requires a new diverse range of expertise for sample preparation, image acquisition and data. That is where we come in.

Our technology empowers scientists to visualize and analyze biological structures at the nanoscale, advancing the fields of cell biology, neuroscience, immunology, genetics, and beyond.

We are seeking an experienced and highly motivated **Head of Sales and Field Applications Support, North America** to join our global Commercial team. This is a brand-new role, and as the leader of our North American Commercial team, you will play a pivotal role in driving revenue growth, expanding our customer base, solidify our direct presence in the region, and delivering on our mission. As our first hire in North America, this will be a player coach role with the opportunity to build your team over time.

The Head of Sales will report to the CCO.

Key Responsibilities:

- **Sales Strategy:** Together with the CCO, develop and implement a comprehensive strategic business plan for North America, including short-term and long-term objectives.
- **Revenue Growth:** Meet and exceed sales targets, consistently tracking and analyzing sales performance to identify areas for improvement.
- **Market Expansion:** Identify new market opportunities in bioimaging for the current and future solutions of Abbelight, cultivating strategic partnerships and alliances to drive growth.
- **Networking:** Build relationships with the KOLs and rookies who will become future advocates of our technology, including through site visits and giving presentations to key research groups within our business segments.
- **Forecasting and Reporting:** Provide accurate sales forecasts and reports to senior management, enabling informed decision-making.
- **Product Knowledge:** Stay up to date with advancements in localization microscopy and advanced microscopy techniques in general, the competitive landscape, and our product portfolio to effectively communicate the benefits of our products.
- **Budget Management:** Effectively manage the sales budget and NA P&L, optimizing resources to achieve maximum ROI.

Qualifications:

- Master's degree in biology, cell biology, chemistry, physics, or other related fields. An advanced degree is desirable.
- 10+ years of successful sales and field applications support experience in the life sciences, selling capital equipment to the academic, biotech and biopharma customer segments.
- With a strong focus on market development and closing business, the ideal candidate is a hunter who is leading from the trenches.
- Experience of working in the translational research segment is a plus.
- Solid experience in microscopy technology is highly desirable, with a deep understanding of the market and customer needs.
- In-depth knowledge of Single-Molecule Localization Microscopy is a plus.
- Strong network within the life sciences research community in North America.
- Exceptional communication, negotiation, and presentation skills.
- Strategic thinker with a results-oriented mindset.
- Willingness to travel within North America 40-50% of the time and occasionally abroad.

Why Join Us:

- Sit at the forefront of scientific innovation in bioimaging with a forward-looking organization with a market leading product suite.

- Head our North America market with the opportunity to shape your role, the team, and the go to market strategy.
- Build your dream sales organization and make a significant impact on the company's growth.
- Work in a high visibility role with the opportunity for exceptional career advancement.
- Take advantage of a competitive compensation package with performance-based bonuses.