

CelVivo Aps is a Danish start-up company which are developing and selling products for culturing cells in 3D. Our technology is disruptive and cell models grown with our technology have shown unparalleled resemblance with in vivo conditions.

We are now launching our new system based on the same technology and we need help to educate our customers and partners in our technology.

We are small company with the capability to act fast and efficient, so the path from idea to action is short. You can work from our office in Odense and Værløse or from home.

Become part of our sales team as

## Regional Sales Manager Nordics

### Responsibilities:

- Responsibility for developing sales in the Nordics within the following markets: academia, health care, CRO, biotech and pharma
- Deliver customer feedback to the development team at CelVivo for implementation into new or existing products
- Product demos and training of customers and distribution partners
- Support distributors with joint visits and installations at customer sites, training
- Provide scientific support for customers and distributors regarding 3D cell culturing
- Participate in international conferences in EU and globally
- Assist in creating marketing material for customers and distributors
- Maintenance of customer data and follow up on opportunities in CRM system

### Profile:

- Degree in natural sciences (cell biology, molecular biology or similar) with further commercial qualification
- Professional experience in a comparable sales position in the life science, chemical, medical, diagnostic or adjacent markets
- Experience in B2B sales is a plus
- Fluent in Danish and English
- Highly initiative, driven to make things happen, self-motivated and energetic
- Excellent communication and negotiation skills
- Ability to thrive in a non-hierarchical and developing organization
- Flexibility and willingness to travel within the Nordics, occasional travels to rest of the world



Scientific environment



Full time



Interesting challenges



Global perspective



Pleasant working atmosphere



Close teamwork

Learn more about us at: <https://celvivo.com/>

**Application deadline: 01.12.2020**

We are looking forward to your application to:  
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