



INTERHERENCE
HIGH SENSITIVITY MICROSCOPY

Head of Sales – North America (f/d/m)

Full time from 06/2022

Interherence is a young, high-tech startup based in Erlangen, Germany that develops, manufactures and sells game-changing systems in the field of optical biotechnologies, with a dedicated focus on single-molecule detection. We combine integrated and classical optics with modern methods of nanofabrication to bring ease of use and reproducibility into light microscopy.

In the advertised position, you will be leading our marketing and sales efforts in the United States and Canada, in close coordination with our main office in Erlangen. The core tasks include the launch of new products, customer support and sales of existing products with a focus on biomedical, biophysical and pharma researchers. Furthermore, you will become the legal representative of our US subsidiary, and a key element of our fast-growing team who ensures our market success in North America.

At Interherence, you can expect a dynamic, exciting environment, working in a close-knit team with colleagues of nine different nationalities and scientific backgrounds. In this role, you will learn about cutting edge technologies, shape the company trajectory, and build a sales team up from scratch. We expect you to contribute your own ideas and grow with the company. The position is based in the US, preferably in the Bay Area, but requires continent-wide travel as well as a regular presence (2–3 times/year) at our headquarters in Erlangen, Germany.

Your main tasks:

- lead the market launch of new products and identify the markets and applications with the highest added value.
- generate leads and organize on-site and online demos.
- collect customer feedback and help to improve our devices.
- identify emerging markets and potential use-cases.
- define and follow targeted sales strategies.
- organize and participate in conferences, trade shows and workshops.
- prepare and present public talks on products, technology and use cases.
- coordinate collaborations with world-leading research institutes to identify new use cases.

For this job you should:

- have at least 2 years of work experience in sales. Preferably in light microscopy or in the biotech/pharma industry.
- hold a PhD or master's degree in molecular biology, biophysics, biomedicine or related fields.
- have a deep understanding of light microscopy methods and their use in biomedical research.
- have excellent team and communication skills.
- be passionate about your work. You approach your tasks in a strategic manner.
- like to push boundaries and enjoy working on the technological edge of tomorrow.
- have an entrepreneurial spirit. You find your own way to make things happen.

You will have a preference, if you:

- have helped to successfully place a revolutionary product on the biotech market before.
- have a broad network in the North American light microscopy community or pharma industry.

It's a perfect match? We look forward to your application!

career@interherence.com