

9 December 2020

Inside Sales & Marketing (m/f) 100% (202012SM)

MAKE WATER SAFE

Our vision is that consumers worldwide benefit from water which is free from microbiological contamination. We establish novel rapid detection methods to become a global leader in water pathogen monitoring and enable safe water for everyone. rqmicro is based in Zürich-Schlieren and has recently launched its first product for the rapid detection of Legionella. Customers are service laboratories, quality control labs in industry and utilities and facility managers.

We are expanding our team with an **Inside Sales & Marketing** position to accelerate B2B lead generation and customer conversion. Your responsibilities include generating actionable leads for sales and educating prospects on rqmicro products. Your tasks also reach into marketing activities including the proactive research, validation and development of new customer segments, the implementation of strategic marketing campaigns and the creation of outstanding content for customers in close collaboration with our R&D teams and external partners. In addition, you manage conference materials and organize events.

PROFILE

- Previous experience in a sales or marketing role
- Experience in the life sciences, microbiology and/or drinking water industries
- High energy level and outgoing personality, who loves to understand complex situations in order to find the right solution and sell it to customers
- Customer excellence means for you to develop a winning marketing mix to generate sales and to provide the best customer experience
- Proven ability to quickly grasp technical and scientific topics
- You have an affinity for writing articles, newsletters and social media posts
- IT-affinity with experience in CRM tools and online marketing
- Excellent communication skills in English and German, French is a plus

OFFERING

- Opportunity to join a dynamic life sciences startup with an interdisciplinary team, dedicated to revolutionizing microbiology on a global scale
- Fast-paced work environment with a meaningful vision and colleagues with a common ground of values (see <https://www.rqmicro.com/about-us/vision/>)
- A chance to develop yourself and to make a real impact in our company

Please send your complete application including CV, motivational letter and relevant certificates via email to: 202012SM@rqmicro.odoo.com
Tel.: +41 44 512 51 51

