

# Job Description

## Sales Manager – Global Pharmaceutical Markets

### About ELDICO Scientific AG

ELDICO Scientific AG is a Swiss instrumentation company pioneering three-dimensional electron diffraction (3D-ED) technology. Our electron diffractometer enables pharmaceutical companies to solve crystal structures from nanometer-sized samples – addressing analytical challenges conventional X-ray methods cannot solve.

### The Commercial Model

ELDICO is fundamentally an instrumentation company – the electron diffractometer is our core product. However, our route to market recognizes that innovative analytical technology requires customer education and demonstrated value before equipment investment makes sense.

### The Role

Build pharmaceutical customer relationships:

- Develop opportunities (50%): Engage pharma, CRO and CDMO organizations; introduce electron diffraction methodology; navigate multi-stakeholder buying processes
- Close instrument deals (30%): Convert qualified opportunities to instrument sales; coordinate technical validations; manage complex procurement
- Market presence (20%): Represent ELDICO at conferences; customer visits; competitive intelligence; contribute to commercial process development

### Who We Need

Experience:

- 5-10 years pharmaceutical/biotech commercial (analytical services or instrumentation)
- Track record selling high-value solutions (€100K+) into pharma
- Long-cycle consultative sales (6-24 months)
- Multi-stakeholder navigation in regulated industries

### Capabilities:

- Technical credibility: Engage PhD-level scientists credibly (CMC leads, solid-state chemists)
- Pharma analytical context: Understand CMC challenges, polymorph risk, method qualification
- Service-to-product experience: Background where service led to equipment sales
- Strategic patience: Comfortable building foundations over quarters
- Collaboration: Work effectively with application scientists

### Ideal Backgrounds:

- Commercial experience (preferred)
- Analytical instrumentation sales (e.g. XRD, Raman, NMR, HPLC) in pharma
- Field application scientist → sales transition
- Life sciences degree (MSc) or equivalent industry experience

### Location & Work

- Base: Europe or Americas (hybrid/remote)
- Regular Basel presence required
- Travel: 20-30%

### Compensation

- By agreement
- Benefits package (location-dependent)

**Start date:** by agreement

### How to Apply

Send your CV, cover letter, and a brief note describing your most complex pharmaceutical sale with your contact information to [hr@eldico.ch](mailto:hr@eldico.ch). Please use the subject line ***Application – Sales Manager Global Pharmaceutical Markets – <your name>***.