

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. Please use the subject line *Application – Sales Manager Global Pharmaceutical Markets – <your name>*.