



Uppsala, September 6th 2017

Bio-Works is looking to add strength in Technical Sales

Due to increased sales activities, Bio-Works is looking to hire a new employee with interest in Technical Sales. The job includes supporting the Key Account Managers and distributors with technical expertise in scale-up and manufacturing of biomolecules, as a part of the sales process to biotechnology companies. The person we are looking for has an education in biotechnology, if possible at Ph. D. level, and has experience from downstream processing based on chromatography.

As our Technical Sales person, your responsibilities will be to maintain and develop long lasting relationship with our customers. By understanding our own products and the production conditions and challenges that our customers has, including converting steps, your task is to develop and propose solutions or measures that could either enhance quality, reduce production cost or improve sustainability in their purification process. The position requires travelling in terms of frequent customer visits; therefore, it is necessary to master one other language other than English and having valid driving license.

Preferably, you have experience from sales and process technology, but technical expertise, creativity and customer relationship management are far more important skills to possess for this position.

Candidate requirements (qualifications/experience)

- Work experience in process technology with biomolecules and process development
- Preferably experience of and interest in commercial environment
- MSc or PhD in biological/chemical science
- Fluent English and preferably one other language
- A valid driving license.

Candidate attributes:

- Excellent communication & presentational skills
- Good negotiation skills & customer focus
- Able to make decisions individually
- Expected to develop product knowledge of our own products

Key responsibilities:

- Suggest purification solutions to industrial customers
- Transfer customer needs, requirement and expectations into the organization
- Coordination of sales activities, technical customer service and project management.
- Gathering and reporting business intelligence and competitive situation
- Evaluation of new business opportunities and applications.

About the job:

- **Seniority level:** Associate
- **Job functions:** Sales
- **Start time:** Immediately, with regard to notice periods
- **Employment type:** Full-time
- **Main location:** Uppsala, Sweden

If you have questions regarding this job please contact Jan Berglöf, Director Technical Sales (tel: 0705-945045) or Mats Johnson, CEO (tel: 0705-165337).

Please send your application and CV to jan.berglof@bio-works.com. Last day for your application is **September 30, 2017**.

About Bio-Works

Bio-Works was founded 2006 and is based in Uppsala, Sweden. We develop, produce and deliver innovative agarose based products to industry and research organizations in the Life Science field. Our business focus is on marketing and sales of products for the purification of peptides, proteins and other biomolecules in markets with fast growth and high profit. Many of the employees have long experience from the biotechnology industry and knowledge about the development of high performance purification products. Our knowledge and experience in this field has made it possible to develop a strong product portfolio with very high performance regarding yield and purity, which is important both in research applications and industrial production. We are in an exciting development phase as a company and envision a very exciting future.