

## YOUR ROLE

As a **Scientific Account Manager**, you will join our Sales & Marketing team based in Zurich. This role sits at the intersection of cutting-edge MRI physics and strategic sales. Your focus will be on translating the value proposition of Skope's systems to prospects primarily based in Europe. You will build and convert new business opportunities and strengthen existing customer relationships by understanding their technical and technological challenges and effectively solving them.

You will interact with, consult for, and support some of the leading MR labs worldwide. To do this effectively, you will apply your deep knowledge of MR technology, methods, and applications on a daily basis. Additionally, you will collaborate with internal stakeholders such as R&D to feed market intelligence back to the team, helping shape the future of our solutions.

Our company culture thrives on technical excellence, collaboration, and a profound, specialized knowledge of MR technology. We focus on delivering on our commitments not only to our customers but also to our employees: providing an environment where you can develop and grow within the context of both technical expertise and business know-how.

If you're ready to make a real impact and grow with us, we want to hear from you!

## **Scientific Account Manager (100%)**

Based in Zurich, Switzerland

### YOUR TASKS

- Bridge Skope's complex technical solutions with customers' application needs to drive commercial success
- Translate the value proposition of Skope products to effectively address customer pain points and justify their investment
- Lead the technical sales process by consulting prospects and utilizing all relevant Skope resources to secure the sale
- Act as technical and application expert, leading detailed discussions and technology deep dives with prospects and existing customers
- Develop and strengthen lasting strategic partnerships with key accounts
- Support customers through the implementation and integration phase, ensuring our solutions seamlessly fit into their existing workflow
- Contribute to Skope's marketing outreach and brand visibility, including representing the company at trade shows and conferences

## YOUR PROFILE

- You have in-depth understanding of MR technology and neuroscience applications (DWI and fMRI). Preferably, you hold a PhD in the domain.
- You have hands-on experience in developing MR methods and sequences
- You can build and cultivate deep, trust-based relationships across multiple levels of a research organizations, from end-users and PIs to department heads and you can back this by several years of experience in a customer facing role
- Your preferred workstyle is defined by self-drive, persistence, proactivity, and autonomy, balanced with a commitment to open communication and team success
- Proficiency in MATLAB and/or Python is required
- Our working language is English. Knowledge of German is a plus.

## YOUR PROSPECT

- Collaborate daily with world-leading MR research labs and an extensive global network of industry professionals
- Be part of a passionate team where you can rely on the support of your colleagues
- Benefit from an agile environment, flexible working hours, home office option, and broad knowledge within the whole team
- 5 weeks of vacation and the option to purchase additional days through our Vacation Plus program
- Take advantage of exclusive employee benefits through the *Swibeco* platform and a favorable pension scheme
- Join Canon Medical Systems' vision and make a difference for the world: *Made for Life*

Are you eager to strengthen our Sales & Marketing team, finding solutions for day-to-day challenges?

Then our HR Team, Lorena and Miriam are looking forward to receiving your application including your CV, certificates and motivational letter sent to [careers@skope.ch](mailto:careers@skope.ch).