



Job Opportunity: Head of Sales at REVIVO BioSystems

Are you a results-driven sales professional with a passion for driving revenue and driving business growth and innovation in the life sciences sector? REVIVO BioSystems, a fast-growing startup at the forefront of organ-on-a-chip and tissue engineering technology, is seeking a motivated and experienced **Head of Sales** to lead our global sales strategy and execution. This role is key to scaling our market presence and delivering cutting-edge testing services and products that contribute to a more sustainable and ethical future worldwide.

About REVIVO BioSystems

REVIVO BioSystems is a Singapore headquartered company founded by a team of engineers and biologists with deep expertise in biomedical engineering, cell cultures, preclinical studies, and tissue engineering. By taking advantage of our advance in microfluidic technology, we are on an ambitious growth trajectory, aiming to become a global leader in *in vitro* and *ex vivo* testing technologies for the cosmetic, chemical, and pharmaceutical research industries.

Role Overview

As Head of Sales, you will be the driving force behind our revenue growth, responsible for developing and executing a sales strategy that delivers aggressive sales targets and drives our market expansion. You'll lead our sales team, optimize our commercial operations, and manage key client relationships to ensure customer satisfaction and loyalty. Your role will focus on scaling our sales operations, acquiring high-value clients, and establishing a consistent and effective global presence. This means accelerating the adoption and expansion of our services and products worldwide, effectively managing distribution channels and ensuring a seamless customer experience across all touchpoints.

We are looking for a proactive, sales and client-oriented leader who is committed to building strong client relationships, delivering high-quality solutions, maximizing sales opportunities, and ensuring REVIVO BioSystems' products and services reach their full market potential.

Key Responsibilities:

- Develop and implement a sales strategy to meet and exceed revenue targets, with contingency plans to ensure continuous growth.
- Lead the client acquisition process, from prospecting and lead generation to conversion and retention, ensuring CRM systems are kept up-to-date.
- Design and execute client acquisition strategies and targeted engagement plans for large corporate clients to maximize conversion rates and build long-term partnerships .
- Understand and translate client needs into tailored service and product offerings.
- Clearly communicate product and service offerings, ensuring clients understand the value and benefits.

- Ensure consistent and effective client support to deepen relationships, resolve any customer issues promptly, and identify opportunities for further sales..
- Manage overseas distributor partners, ensuring timely support and communication, and alignment with sales goals.
- Coordinate marketing and lead generation activities to enhance customers engagement and conversion processes.
- Create compelling proposals and quotations in collaboration with internal teams to secure high-value contracts.
- Stay current with industry trends and competitive developments to refine business strategies and maintain a competitive edge.
- Represent REVIVO BioSystems at industry events, trade shows, and client meetings to build the company's global presence, enhance brand visibility and client trust.

Requirements:

- Bachelor's or Master's degree in Life Sciences, Bioengineering, or a related field; a degree in Business Administration is a plus.
- Minimum of 5 years' experience in sales or business development leadership roles, particularly within preclinical contract research, skincare, pharmaceutical, or ingredients industries.
- Knowledge of *ex vivo* and *in vitro* testing (preferably skin-related), is highly desirable.
- Strong sales acumen with a proven track record of meeting and exceeding sales targets.
- Exceptional communication and interpersonal skills, with the ability to build and maintain client relationships.
- Flexibility to travel internationally for client meetings, trade shows and industry events.

Why Join Us?

This is a unique opportunity to take on a leadership role in a dynamic and fast-growing startup, with the growth opportunity to be in charge of the company's Business Development holistic efforts, directly impacting our sales trajectory and market presence, and shape the future of the non animal methodologies (NAM) industry. You will work closely with the Executive and Advisory Team, driving growth and scaling our operations to support REVIVO BioSystems' mission of advancing ethical testing technologies and making a meaningful impact on the world.

Ready to Drive Sales Growth?

If you're a driven sales leader ready to make an impact in a high-growth startup environment, we want to hear from you!

Apply now and be part of REVIVO BioSystems' journey towards transforming the future of testing and sustainability.