

Sales Representative (m/f/d) – Membrane Protein & Protein Services

Location: Boston (MA), New York, Pennsylvania, Maryland, North Carolina, San Francisco (CA), or Austin (TX). The Sales Representative will be responsible for covering multiple assigned regions within the United States.

Cube Biotech GmbH Cube Biotech is a biotechnology company specializing in innovative solutions for the expression, purification, and stabilization of membrane and soluble proteins. Founded and managed by scientists, Cube Biotech develops and manufactures affinity resins, magnetic beads, nanodiscs, and polymer-based systems that simplify protein handling and purification. In addition, Cube Biotech offers custom protein expression, purification, and characterization services to accelerate research and biopharmaceutical development worldwide.

Role Abstract

The Sales Representative will expand Cube Biotech's U.S. presence across multiple assigned regions. This customer-facing role combines scientific expertise with commercial responsibility to promote Cube Biotech's membrane protein solutions, polymer-based technologies, and protein services. The ideal candidate enjoys building long-term scientific relationships and driving growth across a multi-region territory.

Key Responsibilities

- Develop and expand Cube Biotech's customer base across multiple assigned U.S. regions.
- Build long-term relationships with principal investigators, lab managers, and procurement teams.
- Identify, qualify, and close new business opportunities for Cube Biotech's products and services.
- Conduct product presentations, technical discussions, and on-site or virtual demonstrations.
- Serve as a primary contact for scientific and technical inquiries, ensuring timely follow-up.
- Represent Cube Biotech at regional and national vendor shows, trade fairs, and scientific meetings.
- Maintain accurate activity records and forecasts in HubSpot CRM.
- Collaborate with Marketing, Product Management, and Technical Support to support customer success.

Qualifications

- Mandatory hands-on laboratory experience in protein biology.
- Bachelor's degree in Life Sciences required (Biology, Biochemistry, Biotechnology, Molecular Biology, or related field).
- Master's degree or PhD is a plus.
- Prior experience in sales is preferred but not required; candidates with strong scientific or customer-facing backgrounds are encouraged to apply.
- Experience with Cube Biotech products, membrane proteins, and/or protein biology is strongly preferred.
- Understanding of protein workflows including expression, solubilization, purification, and stabilization.
- Strong communication, presentation, and relationship-building skills.

- Willingness to travel up to 50% across multiple U.S. regions.

Salary & Benefits

Base salary range: USD 70,000 – 100,000 depending on experience, plus commission. Cube Biotech offers a competitive benefits package, travel and home-office expense support, continuous training, and a collaborative international work environment.

Equal Opportunity Statement

Cube Biotech is an equal opportunity employer. All qualified applicants will be considered for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

Ready to Make an Impact?

At Cube Biotech, we believe in fairness, inclusion, and creativity. We're committed to fostering an open, respectful workplace where every voice is valued. No matter your background—we want your ideas, talent, and passion for science!

Send your application to karriere@cube-biotech.com—we can't wait to meet you!

Contact Person:

Pascal Lill - Director Sales US

Simone Gerlach / Director Human Resources