

Sales Representative Membrane Proteins & Protein purification– Cube Biotech (Maryland, MD)

Location: Maryland. Regular travel across Maryland including the Baltimore, Rockville, Gaithersburg, and Bethesda clusters for on-site visits, demos, and customer meetings. Occasional U.S. and international travel for trade shows and team events. Occasional travel to surrounding states required.

Reports to: Director of Sales

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.
- Develop and expand Cube Biotech's customer base across academic institutions, Biotech companies, and Pharmaceutical organizations
- 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 on-site product presentations, technical demonstrations, and seminars.
- Serve as the primary contact for technical and scientific inquiries, ensuring timely and accurate follow-up.
- Represent Cube Biotech at regional vendor shows, trade fairs, and scientific meetings.
- Maintain accurate and up-to-date activity records and forecasts in HubSpot CRM.
- Monitor industry trends and competitor activity to inform regional strategy.

Qualifications

- Bachelor's degree or higher in Life Sciences, Biochemistry, Molecular Biology, Biotechnology, or a related discipline. (PhD preferred)

- Minimum 3 years of life science sales experience, ideally within protein research, purification, or analytical tools.
- Strong understanding of protein workflows, including expression, solubilization, purification, and stabilization.
- Proven track record of sales performance and territory management.
- Excellent communication, presentation, and negotiation skills.
- Proficiency with CRM systems (HubSpot preferred).
- Based in the Boston or Cambridge area, with willingness to travel throughout Massachusetts.

Nice to Have

- Established network in the Maryland biotech and academic communities.
- Familiarity with polymer chemistry, membrane protein studies, or nanodisc technologies.
- Experience selling custom scientific services or research collaborations.
- Participation in regional conferences, vendor shows, or technical workshops.

What we offer

- Competitive base salary plus commission.
- Comprehensive benefits package (health, dental, vision, 401(k)).
- Travel and home-office expense support.
- Continuous scientific and commercial training.
- A collaborative, international environment with a strong scientific culture.
- The opportunity to represent a scientist-founded company advancing innovation in protein and polymer technologies

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