



Scientific Sales Executive

- permanent contract

Type of contract: CDI

Starting date: Q4 2026

Experience: 3-7 years of hands-on B2B sales experience, in CRO or life-science companies (bioreagent, instruments etc..)

Location: Location: Pépinière Paris Biotech Santé, 8 rue Méchain, 75014 Paris. Frequent travel across the EU and the US.

Join ORIA Bioscience, a growing life-science company based in the center of Paris!

ORIA Bioscience is a 2.5-year-old company spun off from ENS-PSL/CNRS. We have developed a unique, proprietary microfluidic technology to purify functional lysosomes & mitochondria at industrial scale — the foundation of our flagship product, LYSO-Prep™. After first contracts and seed funding, we're expanding our sales team.

Today, sales are run directly by our CEO. We're looking for a hands-on Scientific Sales Executive to take ownership of day-to-day commercial execution for LYSO-Prep™ across Europe and the United States. You will prospect, qualify, and convert opportunities yourself, while feeding what you learn from the market back into our commercial strategy and process. You will report directly to the CEO.

Your profile

- Degree (Bachelor's, Master's, or PhD) in biology, biophysics, life sciences, or a related field, giving you the scientific credibility to speak with drug-discovery researchers about LYSO-Prep™ and its applications.
- 3+ years of hands-on experience in B2B sales or business development, ideally selling life-science tools, lab instrumentation, biological reagents, or a related technical/scientific product.
- Proven ability to build and maintain client relationships, understand their needs, and propose tailored solutions.

- Strong understanding of the sales process, from prospecting to closing, and a track record of converting leads into qualified commercial opportunities.
- Comfortable structuring and maintaining a CRM and turning contact data into actionable outreach and newsletter campaigns.
- Self-motivated, goal-oriented, and able to work independently as well as collaboratively across teams.
- Pragmatic and process-minded: you naturally spot what's not working in a commercial process and can suggest fixes.
- Excellent communication, listening, and interpersonal skills. Fluent in English (French is a plus).
- Energized by international travel to conferences and customer sites across the EU and the US.

What you will do

You will take ownership of day-to-day commercial execution for LYSO-Prep™, prospecting and closing deals yourself while reporting directly to the CEO.

1. Lead generation & business development (~45%)

- Identify and develop new business opportunities to drive revenue and expand Oria's footprint across the EU and the US.
- Represent Oria Bioscience at 10 key scientific and commercial conferences per year.
- Generate, qualify, and prioritize inbound and outbound leads.
- Convert qualified leads into commercial opportunities and manage the pipeline through to closing, against a quarterly pipeline/revenue target set with the CEO.
- Identify and develop strategic partnerships (distributors, key opinion leaders, institutional collaborators) to expand market reach.

2. Client relationship & account support (~10%)

- Build and maintain strong relationships with key clients, understanding their needs and proposing tailored LYSO-Prep™ solutions.
- Work cross-functionally with the Application Scientists and other internal departments to provide ongoing support to customers.
- Own and maintain the CRM: pipeline hygiene, contact enrichment, activity tracking, updated weekly.
- Build and segment mailing lists for newsletters and targeted campaigns.

3. Market intelligence & commercial strategy (~25%)

- Conduct market and competitive analysis to identify trends, competition, and growth opportunities for LYSO-Prep™ and MITO-Prep™.

- Feed learnings from the field into a quarterly review of Oria's commercial strategy.
- Co-build and keep updating the commercial playbook (positioning, pricing logic, objection handling, sales process) together with the CEO and COO.

4. Performance tracking & reporting (~20%)

- Maintain detailed records of sales activities, including client interactions, sales calls, pipeline development, forecasts, and progress toward sales targets.
- Generate regular reports for management to evaluate performance and identify opportunities for improvement.

Benefits of joining ORIA Bioscience

Under the excellent expertise and ambition of the ORIA Bioscience team, you will have the unique opportunity to discover from the inside the growing activity of a deeptech start-up bringing LYSO-Prep™ to drug-discovery labs worldwide (neurodegenerative diseases, oncology, cardio-pathologies, etc.). You'll see the direct, measurable impact of your work quarter after quarter.

- **Environment:** you will work closely with the CEO, with direct exposure to strategic decisions, and build strong relationships with customers and collaborators internationally.
- **Compensation:** we offer a compensation package reflecting your experience, motivation, and ability to thrive in a technical, fast-moving environment (fixed + variable, stock options, aligned with commercial performance).

If you are excited to build the commercial foundations of a fast-growing deep-tech company, we encourage you to apply for this key position at ORIA Bioscience!

To apply

Please send your resume (in English) to jobs@oriabs.com, with the reference "092615" in the subject.