

Lambda Health System is an ambitious health technology company revolutionizing physical rehabilitation. Our vision is to provide patients and therapists with the next generation of robotic solutions: the fastest therapy setup on market and a patient-targeted treatment, ensuring a high quality and intensity of treatment while lowering the overall cost. Our first products are physical rehabilitation devices for the lower limbs, intended for patients with a neurological, musculoskeletal or geriatric condition. It apply state-of-the-art guidelines but also unique and innovative therapies.

In order to continue our growth, we are looking to hire a:

Business Development Manager

100% | location to be defined

In this role, you will drive commercial growth by building a strong pipeline, structuring the go-to-market approach, and converting opportunities into signed contracts.

Your activities:

- ▶ Pipeline development and lead generation through cold calling and trade shows
- ▶ Identify, qualify and prioritize target strategic accounts
- ▶ Coordinate with the Clinical Specialist during key stages of the process
- ▶ Performing demonstrations at clients' facilities
- ▶ Prepare offers, negotiate with decision-makers and secure contracts
- ▶ Monitor the latest industry developments, including market positioning of corporate competitors
- ▶ Refine the value proposition and sales messaging

Above all: leaving no stone unturned to make sure we meet our ambitious growth targets and turn our vision into reality!

Your qualifications

- ▶ Independent, result-oriented and ready to go the extra mile to reach our goals
- ▶ Critical thinker and able to operate in a fast-paced environment
- ▶ Strong customer orientation, great negotiation and people skills
- ▶ 5 years of relevant job experience, preferably in the medtech industry – rehabilitation is a strong plus
- ▶ A powerful communicator who can inspire enthusiasm for our technology
- ▶ Ready to travel nationally and internationally up to 50% of your time
- ▶ Proficiency in English and Italian

What we offer

- ▶ An extremely exciting and stimulating work environment
- ▶ A career in a rewarding field with fantastic growth opportunities
- ▶ Variable salary component including on-performance bonus
- ▶ Possible participation in the stock option plan of the company

If you want to join a young and motivated team, if you enjoy a stimulating multidisciplinary start-up environment and are willing to do a bit of overtime to improve the quality of life of thousands of patients around the world, we will be pleased to receive your application form (Cover letter, CV, work references).

Contact us per e-mail: job@lhs-sa.ch