

Business Development Manager

Job Location: Yverdon-les-Bains, Switzerland

Starting date: as soon as possible

Founded in 2015, Lambda Health System develops a rehabilitation device for the lower limbs to help patients with a neurological disorder like a stroke to improve their mobility. After some excellent results on a pilot clinical trial, we would like to provide this technology to a maximum amount of persons. The company already won different prizes and can count on the support of various organizations such as CTI, Genilem, Venture-Kick, HES-SO and some strong partnerships with hospitals such as CHUV.

Your mission:

- Develop marketing material
- Refine value proposition and pricing strategy
- Plan and execute sale process
- Identify and prospect for potential new clients.
- Maintain CRM
- Manage potential strategic partnerships

Your profile:

- Professional English & German proficiency
- Easy Networking & "people" skills
- Negotiation, persuasion and closing skills
- Public Speaking
- Autonomous & Motivated
- Ideally past experience as BDM or KAM in medical technologies
- Ideally existing network in the rehabilitation field

If you want to join a young and motivated team, that you appreciate the dynamic and multidisciplinary start-up environment and that you are not afraid 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.

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