

Lambda Health System is an ambitious health technology start-up revolutionizing neurorehabilitation. Our breakthrough innovation, a robotic device for the lower limbs, helps patients with a neurological disorder such as stroke to improve their mobility and increase therapeutic intensity in ways previously unreachable.

In order to spearhead our commercial launch in Europe, we are looking to hire a:

Sales Manager

100% | based in Switzerland (ZH, BS) or south Germany

In this role, you will initiate our go-to-market strategy and lead our commercial activities, including:

Short term: leading sales for early adopters in south DE, AU and eastern part of CH, including:

- ▶ Building strong relationships with clinicians and therapists
- ▶ Educating users about the possibilities and application of our technology
- ▶ Cold-calling, and presentation of the solution
- ▶ Demonstration with mobile showroom
- ▶ Negotiation and closing of early adopters

Mid-term / In parallel: implementing our global sales strategy

- ▶ Building our global marketing & sales organization
- ▶ Jump-starting and managing our international distribution network and acquiring clients
- ▶ Negotiating with key accounts and sales partners
- ▶ Sales forecasting and tracking sales KPIs

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 (internal and external), 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
- ▶ Excellent command of German and English – additional languages or Swiss German are a strong plus
- ▶ Previous management experience or international work experience is a strong plus.

What we offer

- ▶ An extremely exciting and stimulating work environment
- ▶ A career in a very rewarding field with fantastic growth opportunities
- ▶ Variable salary including on-performance bonus
- ▶ Participation in the stock option plan of the company
- ▶ A short term possible C-level management perspective

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 (Cover letter, CV, work references).

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