

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 product is a physical rehabilitation device for the lower limbs, intended for patients with a neurological, post-Covid, musculoskeletal or geriatric condition. It applies state-of-the-art guidelines but also unique and innovative therapies.

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

Sales Manager Italy (100%)

In this role, you will continue our go-to-market strategy and lead our commercial activities in Italy:

Your activities:

- ▶ Building strong relationships with clinicians and therapists
- ▶ Educating users about the possibilities and application of our technology
- ▶ Cold-calling, and presenting our innovation
- ▶ Performing demonstrations at client's facilities
- ▶ Negotiation and closing

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
- ▶ Command of Italian and English
- ▶ 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 rewarding field with fantastic growth opportunities
- ▶ Variable salary component including on-performance bonus
- ▶ 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