



Providing Sterilisation & Laboratory Services for the World's Most Innovative Healthcare Companies.

www.medistri.com

An opportunity to join Medistri

Sales Responsible

Medistri is the largest independent sterilization company in Europe, and your work will have an impact in helping companies in the healthcare sector achieve their greatest ambitions, overcome their challenges, and bring their innovations to life.

Medistri's mission has been the same since our founding in 2006: to facilitate innovation in the global health sector.

We are a growing company that maintains its core values: honesty, efficiency, and success.

By joining our Sales Team, you will benefit from coaching and training to facilitate your integration. Coaching and feedback are part of Medistri's basic principles and will be part of your ongoing development.

Principal Tasks:

- Handle both project and routine sales across all services.
- Engage in lead management, lead generation, and customer/prospect visits.
- Conduct negotiations, manage contracts, and create/present/close quotations.
- Engage in extensive client-facing activities.
- Represent the company in outward facing activities/event.
- Maintain and expand customer base, including geographic market expansion.
- Oversee sales pipeline and collaborate with service experts.
- Manage CRM data & Reporting.

Profile Requirements :

- Must be fluent in English, French and German.
- B2B sales experience.
- Independent, proactive, and outgoing personality, energetic.
- Embracing teamwork and collaboration.
- High ethical standards and responsibility.
- Healthcare or healthcare adjacent industry.
- Valuing continuous learning.
- Understanding of our services portfolio: (1) Sterilisation + Laboratory Services, (2) Packaging Validation + Validation Services.
- Comfortable with growth.

We are looking forward to receiving your application.

At Medistri, we are looking for passionate, ambitious, and honest individuals. We encourage you to apply even if your experience does not match the job description exactly. Your skills and passion will set you apart, especially if your career has taken extraordinary turns. At Medistri, we welcome diverse perspectives and people who think rigorously.

Location: Medistri Development Unit - Lausanne, Switzerland

Team: Sales

Job Type: 100%

About Medistri:

Founded in 2006, Medistri has focused on creating infrastructure for the healthcare sector. Companies of all sizes, from startups and university projects to Fortune 500 companies use our services to save time, increase their business, and focus on what they do best.

Medistri reduces barriers to the development and growth of health products. We provide infrastructure for new companies as they launch and for existing businesses to expand globally.

Medistri's headquarters is located in the heart of Switzerland, at the crossroads of the German-speaking and French-speaking parts of the country. We provide skilled services to clients around the world in the pharmaceutical, MedTech, BioTech, and aerospace industries.

Medistri's expansion has always been focused on helping the world's most innovative healthcare companies bring their products to market in the safest and fastest way possible.

Send us your applications to:

job@medistri.swiss