

Sales manager - Switzerland

You are interested by taking in charge the commercial development of solutions and connected health products?

Join Biolog-id as Sales Manager in Switzerland.

You will be in charge of the commercial development of the activity of Biolog-id in Switzerland, with existing customers and prospects.

Your mission will be to sell our solutions adapted to the fields of chemotherapy and labile blood products in hospitals in Switzerland. You will identify the relevant actors in the hospitals and convince them to adopt the Biolog-id solutions by developing the argument built by the marketing department and with the support of the application engineers.

You will be in charge of managing the sale cycle:

- qualify the needs,
- detect opportunities,
- demonstrate the relevance and added value of our offer,
- obtain agreements,
- negotiate, ensure the closing of the sale.

You will have for main activities:

- to establish the commercial proposals and the sales contracts,
- to propose adapted financing solutions,
- to supervise the installations,
- to capture the customers' needs and to collect the information to feed the product roadmaps,
- to coordinate the actions in connection with the Biolog-id operational teams, such as audits, deployments, ...
- to ensure the loyalty of key customers by taking into consideration a strategic vision of their needs on the market,
- to populate the information about prospects in the CRM tool.

The profile we are looking for:

- Training type Bac +4 / 5 in IT solutions and / or with proven professional experience in the sales of IT solutions or products, ideally in the health sector,
- Ability to enhance and sell our solutions to decision-makers,
- Ability to build good relationships with your contacts for which responsiveness and availability are key,
- Good personal organization and ability to work transversally with the other departments involved in the sale process,
- In addition to fluent English, you speak German and / or Swiss German.

Conditions of employment:

- Attractive package,
- Company car,
- Laptop and mobile phone.