



**Shape the future of diagnostics – join our team!**

**BÜHLMANN Laboratories AG** is an internationally active and growing life sciences company headquartered in Schönenbuch, near Basel, Switzerland. With nearly 50 years in in-vitro diagnostics (IVD), we develop, manufacture, and distribute innovative diagnostic solutions trusted by hospitals and laboratories around the world.

To strengthen our commercial leadership, we are seeking an inspiring and strategic professional as Key Account Manager across different European Markets. Reporting directly to the Chief Commercial Officer, this high-impact role is preferably based in the Rome, Italy area.

### **Key Account Manager Italy (m/w/d) 100%**

**Your Role – Sales. International. Impactful.**

- Independent and long-term maintenance, support, and development of existing customer relationships in the Italy sales region.
- Acquisition and consulting of new customers.
- Direct visits to end customers and maintaining contact with opinion leaders in Italy.
- Product support for customer inquiries or complaints.
- Participation in trade fairs and congresses as an exhibitor or visitor.
- Implementation of the marketing mix and execution of action plans for core products and new products.
- Developing and implementing market analyses and strategies
- Assistance with clinical studies for products already on the market.
- Assistance in monitoring "beta sites" for new products.
- Collaboration in various teams within Global Marketing, Corporate Sales, and Development, specifically regarding strategy and product development.

**Your Profile – Motivated. Customer-focused. Communicative.**

- Scientific education (Biology, Biochemistry, or Immunology) at University of Applied Sciences (FH) level, MTLA training, or similar.
- Several years of experience as a sales representative
- Marketing, sales, and product experience in the field of in vitro diagnostics
- Experience in immunology is an advantage
- Independent and autonomous work, service-oriented, communicative
- Good IT user skills (MS Office package)
- Languages: Fluent in English (written and spoken) and Fluent in Italian (written and spoken)
- Valid driver's license

**What we offer**

- A key role with high visibility and influence
- Direct impact on international customer relations
- A fast-growing, innovative company with a collaborative culture
- Flat hierarchies, quick decision-making, and room for initiative
- Flexible working hours
- A modern working environment with attractive benefits

Are you ready to take your key account to the next level?

**Then we look forward to receiving your application!**

Please send your complete documents to:

[career@buhlmannlabs.ch](mailto:career@buhlmannlabs.ch)

**Direct applications preferred. *No agencies please.***

BÜHLMANN Laboratories AG

z. Hd. Human Resources

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