



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.

The Bühlmann Laboratories Sales Representative is responsible for managing and expanding business in target countries, managing accounts, managing and improving customer relationships, improving profitability of accounts, handling first line service, identifying new opportunities to increase Bühlmann market shares.

Sales Specialist – Allergy / Neuro (m/w/d) 80-100%

Your Role – Sales. International. Impactful.

- Full revenue responsibility for the country sales (France, Germany, Italy, Spain and United Kingdom) including forecasting and target performance achievement
- Act as a trusted partner and advisor as Bühlmann main contact to customers
- Manage and drive the development of their accounts, including key activities such as strategic account management and post-sales implementation process
- Build the funnel of opportunities and drive the acquisition of new customers
- New product and menu expansion targeting and sales support
- Prepare and execute regular customer business reviews
- Manage routine renewals of base business accounts and negotiate long-term contracts
- Provide first-line service support as well as ongoing customer training and coaching
- Oversee progress of cross-functional implementation team (post-sale) with project manager
- Success is measured by service level performance, profitability, customer satisfaction (NPS), contract renewal rates and managed revenue

Your Profile – Motivated. Customer-focused. Communicative.

- Bachelor's degree or equivalent experience required (bio medical, electrical, mechanical, medical technology or commercial is preferred)
- 5–7 years of experience in the diagnostics industry with a strong track record in account and territory management, customer relationship development and profitability growth
- Proven track record in a similar position supported by management and customer references
- Successful engagement with customers, specifically Business Management and key stakeholders
- Excellent product and industry knowledge with a strong understanding of customer dynamics and key stakeholders
- Strong selling, relationship-building and excellent communication skills
- Long-term, strategic focus on accounting
- Fluent in local language and English, additional languages are advantageous
- Willingness to travel frequently (60% travel activity)

What we offer

- A key role with high visibility and direct impact on international customer relations
- Work in a fast-growing, innovative company with a collaborative culture and flat hierarchies
- Quick decision-making, room for initiative, and 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

Direct applications preferred. *No agencies please.*

BÜHLMANN Laboratories AG

z. Hd. Human Resources

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