



Shape the future of diagnostics – join our leadership team!

BÜHLMANN Laboratories AG is an internationally active and growing life sciences company headquartered in Schönenbuch, near Basel, Switzerland. With nearly 50 years of excellence 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 distributors, we are seeking an inspiring and strategic professional as our:

Manager Distributor (m/w/d) 100%

As Manager Distribution, you will be responsible for the entire distributor business globally, driving strategy, performance, and continuous improvement across our international partner network.

Your Role – Strategic. Global. Impactful.

- Achieve sales and Profit plan for the distributor business
- Determines and drives the distributor strategy in alignment with area and global distributor strategy
- Classifies distributors and determines KPI's for the different distributor models.
- Monitoring of distributor KPI's
- Ensures continuous improvement of KPI's and distributor processes including Sales, and Operational Excellence
- Analyse, develop and achieve sales targets and value expansion goals through creation of account-specific plans
- Responsible for protection - base business renewals
- Responsible for contract compliance (volume, pricing, utilization, efficiency, Free of Charge)
- Responsible for distributor / customer business reviews
- Ensures successful sales process for renewals
- Manage distributor agreement renewals and contracts
- Provide strategic pricing support
- Assure orders, shipment, and export/import processes effectiveness

Your Profile – Visionary. Collaborative. Data-driven.

- Bachelor's degree or equivalent experience required. Bachelors / Engineering degree in medical / electrical / mechanical or medical technology is preferred.
- Significant sales experience (min 8 years)
- Experience with distributors and/or different distributor models
- Strong value selling skills
- Finance knowledge
- Analytical skills
- Strong communication and negotiation skills
- Account management/targeting skills
- Entrepreneurial and self-guided
- Teamwork/teambuilding skills
- Willingness to travel on a frequent basis, i.e. on average three days per week
- Fluent in English; additional languages are a plus

What We Offer

- A strategic role with direct impact on global commercial success and business growth
- Opportunity to shape distributor strategy and drive meaningful results in a growing international company
- Dynamic, innovative work environment with collaborative culture and flat hierarchies
- Autonomy and room for initiative with quick decision-making processes
- Competitive compensation package, modern infrastructure, and professional development opportunities

Are you ready to elevate a global diagnostics brand 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.

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