



# Job Description

## Export Sales Manager

### Job description – Export Sales Manager @ NEMIS

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Are you interested in joining a great team running a dynamic Swiss life sciences start-up developing innovative solutions to fight foodborne illnesses and antimicrobial resistance? Do you like to be at the heart of the business and build a company's commercial and marketing international presence?

To join our team as soon as possible, we are looking for a hands-on, versatile, experienced **Export Sales Manager** to build and manage the company's export markets.

### Your Responsibilities

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The **Export Sales Manager** directly reports to the CEO and will be instrumental in setting up the company's sales channels.

Equipped with a strong sense of ownership, strategic thinking and responsibility to ensure NEMIS' success, you will:

- ✓ proactively select the targeted export markets and set up, develop and manage the company's network of distribution partners;
- ✓ with the support of NEMIS' marketing team, build and expand the company's commercial and marketing international presence in collaboration with the selected local partners;
- ✓ develop direct relationships with international key customers [KAM];
- ✓ participate in international conferences and congresses jointly with Marketing;
- ✓ have full sales budget responsibility [creation, implementation and control through KPIs of the budget and mid-term plans]

### About You

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We are looking for a degree-level educated professional with a proven track record in building and managing an international sales presence, a sound business acumen and a passion for entrepreneurial [startups] environments, ideally within the biotech / microbiology / MedTech or diagnostics industry.

- ✓ You have at least five years of relevant professional experience in international B2B sales management and a track record in building from scratch, developing and growing export sales;
- ✓ You don't have to be a diagnostics industry expert, but experience and / or know-how in the field of food safety, microbiology, or clinical diagnostics is undoubtedly a plus;
- ✓ You exhibit the needed leadership competencies for the role [financial acumen, insightful judgment, strategic thinking, lead by example, customer satisfaction focus, etc.];
- ✓ You are a team player with outstanding interpersonal and communication skills, flexible to work in a complex start-up environment, deal with change and adapt your role in a fast-changing environment;
- ✓ An enthusiastic, self-motivated, hands-on, problem-solving and results-oriented personality who can work under pressure, autonomously and bring innovative ideas [sales is a challenging field which can include outdated models and practices];
- ✓ Fluent in English, both written and spoken, other languages are a plus especially German;
- ✓ Willing to travel as needed [when it is safe again!]

### About NEMIS

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NEMIS Technologies AG [www.nemistech.com] is a commercial-stage Swiss life science start-up transforming microbiological detection in food safety and beyond. We empower users to minimize microbiological risk by providing a unique lab-free detection system that is simple to use.

You will be working within a passionate, driven, creative team in an innovative company at the cutting edge of technology. You will have a high degree of freedom in organizing your work and you will have opportunities to develop your role as the company grows.

Have we piqued your interest? Then please send your complete application including a motivation letter! Applications can be sent in English as well as in German to [HR@nemistech.com](mailto:HR@nemistech.com).