



# Job Description

## Sales Manager 80-100%

### Job description –Sales Manager @ NEMIS

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

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

### Your Responsibilities

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The **Sales Manager** directly reports to the Head of Sales and Marketing 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:

- ✓ set up, develop, implement and manage the company's sales strategy and campaigns for small and medium accounts;
- ✓ support and backup the key account manager who is responsible to set up, develop, implement and manage the company's sales strategy and campaigns for large accounts;
- ✓ support and backup operations with order processing, sales logistics and other back-office tasks;
- ✓ visit distributors and key customers in Switzerland and other European markets [strong focus on the DACH region]
- ✓ develop and conduct distributor, sales and product trainings [online and on site]
- ✓ own all customer support activities
- ✓ collect data about our industry in the field, identify business opportunities and give R&D feedback and market insights for new product and service development;
- ✓ participate to international conferences and congresses;
- ✓ Support marketing in specific campaigns on and offline

### About You

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We are looking for a degree-level educated professional with a solid and proven track record in B2B sales, with a good business acumen and a passion for entrepreneurial [start-ups] environments, ideally within the food / biotech / microbiology or lab service industry.

- ✓ You have at least 2 years' relevant professional experience in B2B sales;
- ✓ You are extroverted and eager to travel, to meet and talk to food producers, making cold calls, offering help, actively sell our products, collect information, connect stakeholders, train others;
- ✓ Experience in diagnostics or screening solutions, specifically in the food industry or related are a plus;
- ✓ Technical flair;
- ✓ You are a team player with great interpersonal and communication skills, flexible to work in a complex start-up environment, to deal with change and adapt your own role in a fast-changing environment;
- ✓ 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 and German, both written and spoken, other languages are a plus especially French, Italian, and Spanish;
- ✓ Driving license;



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### About NEMIS

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NEMIS Technologies AG ([www.nemistech.com](http://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 team which is passionate, driven, creative 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. We accept applications in English as well as in German to [HR@nemistech.com](mailto:HR@nemistech.com).