



Job Description

Sales Director

Job description –Sales Director [80-100%] @ NEMIS

Are you interested in joining a great team running a dynamic Swiss life sciences growth company developing innovative solutions to prevent foodborne illnesses? Do you like to be at the heart of the business and empower the sales team in developing new markets and win new customers daily?

To join our team as soon as possible, we are looking for a hands-on, versatile, experienced **Sales Director** to bring the company to the next level.

Your Responsibilities

The **Sales Director** reports to the CEO and will be responsible for developing and implementing the company's sales strategy to meet and exceed revenue targets. This role will require the individual to work closely with cross-functional teams to develop and execute sales initiatives, manage customer relationships, and identify opportunities to expand our customer base. The ideal candidate will have a proven track record of driving sales growth, building and managing high-performance sales teams, and experience in the biotech industry.

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

- ✓ Develop and implement the company's sales strategy to meet and exceed revenue targets.
- ✓ Lead and manage the sales team to drive growth and achieve sales targets.
- ✓ Build and maintain strong relationships with key customers and stakeholders.
- ✓ Identify new business opportunities and develop strategies to expand the customer base.
- ✓ Develop and implement pricing strategies that are competitive and profitable.
- ✓ Collaborate with cross-functional teams to ensure alignment on sales objectives and initiatives.
- ✓ Develop and implement sales training programs to improve the effectiveness of the sales team.
- ✓ Monitor and analyze sales performance metrics to identify areas for improvement and adjust sales strategy as needed.
- ✓ Attend industry events, conferences, and tradeshows to promote the company and generate leads.
- ✓ Be a member of the Senior Executive Team.

About You

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 [startup and rapidly growing] environments, ideally within the biotech / microbiology / MedTech or diagnostics industry. More specifically we want to see in our future team member:

- ✓ Hands-on with common sense;
- ✓ Relevant professional experience in international B2B sales management;
- ✓ Track record in building from scratch, developing and growing sales;
- ✓ Profound understanding of customer decision/transaction processes;
- ✓ Experienced in managing and developing motivated teams, in particular high-performance sales teams;
- ✓ Strong leadership skills [financial acumen, insightful judgment, strategic thinking, lead by example, customer satisfaction focus, communication skills [...]];
- ✓ Comfortable to handle early launch MVPs ["build the plane while flying"];
- ✓ Working in a fast-paced, lean and agile startup environment;
- ✓ An enthusiastic, self-motivated, problem-solving and results-oriented personality who can work under pressure, autonomously and bring in and sell innovative ideas;
- ✓ Fluent in English, both written and spoken, other languages are a plus, especially German;



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- ✓ Don't have to be a diagnostics industry expert, but experience / know-how in the field of food safety, microbiology, or diagnostics is a strong plus;
- ✓ Eagerness to grow with the company with potential to lead business development functions;
- ✓ Strong Interest In innovative multi-technology solutions, combining biochemistry, soft and hardware, services;
- ✓ Experience in product management [from market research to product launch] is a plus;
- ✓ Willing to travel as needed.

About NEMIS

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. NEMIS is honoring entrepreneurial thinking and acting and offers an attractive Employee Stock Option Plan.

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.