



**ALVEOLIX** will change the way drug development is done today by providing advanced in-vitro models that reproduce the in-vivo environment in an unprecedented way. These models, called “organs-on-chip”, make it possible to better predict drug responses in the human body.

## Senior Sales/ BD Executive (100%)

**Role Description:** You will actively shape and drive AlveoliX' business development and sales activities. You will launch a competitive sales strategy and successfully expand our presence in and outside Europe. You will build relationships at the decision-making and scientific levels of our clients and identify new opportunities.

### Key Responsibilities:

- Lead AlveoliX' sales
- Create, manage, and execute the sales plan
- Set KPIs for successful sales development and growth
- Manage sales pipeline, forecast and active sales calendar
- Finding new business opportunities, negotiating sales contracts, and closing deals
- Promote AlveoliX' technology around the world (about 25% travelling time)
- Track, analyze and present sales and BD metrics to managing directors

### Desired Skills & Experience:

- 6+ years of sales and business development experience in the pharmaceuticals/biotechnology/life sciences field
- Know-how in in-vitro models, toxicity and efficacy testing and safety assessment
- Profound experience in building up sales and business development strategies
- Successfully built, scaled and led high-performing sales teams
- Strong negotiation skills and excellent networker across all levels of customer organization
- Technically adept, stress-resistant, motivated by challenging cases and solution-oriented
- You are an outstanding team-player, independent, proactive, and well-organized
- Excellent English skills, preferentially fluent in German (every additional language is a plus)

### What we offer:

- The opportunity to shape our sales team
- Being part of an innovative startup doing projects with a real impact
- Flexible working hours, home office, and a modern workplace
- Fair and competitive working conditions

The review of the applications will start immediately and will continue until the position is filled.

**Reports To:** Managing Directors  
**Location:** Biel, Switzerland  
**Job-ID:** SB\_2023  
**Contact:** [jobs@alveolix.com](mailto:jobs@alveolix.com)