

The SYNBONE-GROUP, an established global leader, provides advanced surgical training models and task trainers to top ranking medical device companies, educational institutes, and hospitals, in well over 80 countries.

Our Business Development Managers, located in Brazil, China, India, Germany, Sweden and USA are actively expanding our global market presence. At the same time, these business developments are driven by strong support from SYNBONE Headquarters in Switzerland and SYNBONE production and logistics in Malaysia.

To further grow ourselves strategically in Europe markets, SYNBONE is looking for a highly motivated, customer oriented and self-driven sales and business development manager.

Sales and Business Development Manager Europe

Principal Overall Duties & Responsibilities

- Act as a liaison manager between SYNBONE and our Key-Customers and industrial partners.
- Present and work on strategic projects that help penetrate the current marketplace.
- Consult our customers to improve the surgical educational and training program outcomes, by using SYNBONE products.
- Build and maintain effective business relationships and implement sales growth strategies that result in increased sales.
- Work closely with HQ, Marketing & Product Management, R&D, and other BDMs, to expand the business.
- Be well connected with the Orthopedic Medical Device Companies, the related Associations and Educational Institutes.
- Maintain a historical track record of growth in customers and new business generation.
- Have presentation and negotiation skills to handle audience, comprised of surgeons, healthcare and technical professionals, and purchasing managers, etc.
- Identify the needs of new prospects and translate them into product requirement documents.

Other Responsibilities

- Position SYNBONE competitively with your marketing skills.
- Develop realistic but ambitious annual sales targets and strategic plans supported by the Head of Sales.
- Grow the business with your personal strengths and sales skills, supported by the other Business Dev. Managers and Marketing.
- Work closely with customers and the Product Management team to design and launch new products.
- Expand your expertise and knowledge in sales skills/techniques, products, industry, customer, and competitive trends.
- Organize and attend exhibitions, congresses and professional association meetings.

Qualifications & Skills

- Bachelor's degree in business, a pre-medical qualification or qualification of other relevant fields of study; or at least 5 years of historical track record in building up the needed competences, preferably in the Medical Device Industry;
- Understand the needs in the surgical training and education field of the surgical treatment, orthopedics and musculoskeletal disorders.
- Proven success in B2B sales, ideally across multiple European countries.
- Strong network within medical/surgical education and/or training centers is a plus.
- Excellent communication and negotiation skills in English; German, Italian or French is a strong advantage.
- Knowledge in the use of MS Office Suite and CRM-Systems.
- Willingness to travel within Europe (approx. 30–60%).
- Character traits: reliable, open-minded, team player, well organized, strong will to grow the business.

What We Offer

- A purpose-driven company with a global impact in surgical training
- A collaborative and innovation-focused work culture
- Competitive salary with performance-based incentives
- Flexible work location and travel autonomy

Evaluation Process: Please send your CV and cover letter explaining why you are the ideal candidate, to the address below. Only short-listed candidates will be contacted.

Send to: career-ch@synbone.com with the Reference: BDM Europe