

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

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 outcomes, by using SYNBONE products.
- Build and maintain effective business relationships and implement sales growth strategies that will result in increased sales.
- Be well connected with the Orthopedic Medical Device Companies and Educational Institutes.
- Have presentation and negotiate skills to handle various stakeholders.
- Identify the needs of new prospects and translate them into revenues.
- Grow the business with your personal strengths and sales skills.
- Attend exhibitions, congresses and orthopedic association meetings.

Qualifications

- 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.
- Excellent communication and negotiation skills in English; German, Italian or French is a strong advantage.
- Knowledge in the use of MS Office Suite, CRM-Systems.
- Willingness to travel within Europe (approx. 30–60%).
- Team player, well organized and 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
- Consultant Contract with performance-based incentives

Evaluation Process: Please send your CV and cover letter explaining why you are the ideal candidate, to the address below.

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

Please note that only shortlisted candidates will be contacted.