



Providing Sterilisation & Laboratory Services
for the World's Most Innovative Healthcare
Companies.

An Opportunity to Join Medistri

Outbound Sales Specialist

Medistri is Europe's largest independent sterilization company, and your work will have an impact by helping businesses in the healthcare sector achieve their greatest ambitions, overcome their challenges, and bring their innovations to life.

Medistri's mission has remained the same since our founding in 2006: to facilitate innovation in global healthcare.

We are a growing company that upholds its core values:

Honesty, Efficiency, and Success.

By joining our Business Development Team, you will benefit from coaching and training to ease your integration. Coaching and feedback are fundamental principles at Medistri and will be part of your ongoing development.

Profile sought:

- Conduct outbound outreach to identify and engage new prospects across Europe.
- Visit potential and existing customers to understand their needs and promote relevant services.
- Present new services and solutions to current customers to support their evolving projects.
- Qualify leads and connect them with the Business Development team for onboarding.
- Represent Medistri at trade shows, networking events, and site visits.
- Maintain accurate and up-to-date information in the CRM system.
- Collaborate with the Marketing team to create customer-centric content and outreach materials.
- Work closely with business unit teams to communicate technical value effectively.
- Partner with Business Development Teams to create new services based on market demand and customer feedback.
- Share market insights and customer needs during weekly sales meetings.

Your mission :

- Experience in the pharmaceutical, medical device, life sciences, or laboratory services sector.
- Bachelor's degree in life sciences, business, or a related field.
- Fluency in German and English (spoken and written).
- Understanding of scientific concepts (e.g. sterilisation, microbiology, chemistry, regulatory compliance).
- Experience in outbound sales, customer development, or B2B lead generation.
- Strong presentation and interpersonal skills; Eloquent, able to build trust with scientific and technical audiences.
- Familiarity with CRM systems such as Pipedrive.
- Ability to work autonomously, organize field visits, and manage multiple leads in parallel.

We look forward to receiving your application.

At Medistri, we are looking for passionate, ambitious, and honest people. We encourage you to apply even if your experience doesn't exactly match the job description. Your skills and passion will set you apart, especially if your career has taken extraordinary turns. At Medistri, we welcome

Site: Medistri HQ – Domdidier, Switzerland

Team: Business Development

Work Load: 100%



About Medistri:

Founded in 2006, Medistri has focused on building infrastructure for the healthcare sector. Companies of all sizes, from start-ups and university projects to Fortune 500 companies, use our services to save time, grow their business, and focus on what they do best.

Medistri reduces barriers to the development and growth of healthcare products. We provide infrastructure to new businesses when they launch and to established companies to help them scale globally.

Medistri's headquarters is located in the heart of Switzerland, at the intersection of the German-speaking and French-speaking parts of the country. We provide qualified services to clients worldwide in the pharmaceutical, MedTech, BioTech, and aerospace industries.

Send us your application today.

job@medistri.com