

Une opportunité de rejoindre Medistri

Business development Intern

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

Medistri's mission has been the same since our founding in 2006: to facilitate innovation in the global health sector.

We are a growing company that maintains its core values: honesty, efficiency, and success

By joining our Business Development, you will benefit from coaching and training to facilitate your integration.

Coaching and feedback are part of Medistri's basic principles and will be part of your ongoing development.

Principal Tasks:

- 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.

Profile Requirements:

- 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 are looking forward to receiving your application.

At Medistri, we are looking for passionate, ambitious, and honest individuals. We encourage you to apply even if your experience does not match the job description exactly. Your skills and passion will set you apart, especially if your career has taken extraordinary turns. At Medistri, we welcome diverse perspectives and people who think rigorously.

Location: Domdidier

Team : Business Development

Job Type : 100%

About Medistri:

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

Medistri reduces barriers to the development and growth of health products. We provide infrastructure for new companies as they launch and for existing businesses to expand globally.

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

Medistri's expansion has always been focused on helping the world's most innovative healthcare companies bring their products to market in the safest and fastest way possible.

Send us your applications to

job@medistri.swiss