

Not looking for a traditional sales role? Good. Because we're not looking for a traditional salesperson for our site in Hägglingen, Switzerland either.

In the morning, you might be discussing a technical solution with Engineering. At lunchtime, you could be challenging a business case. And in the afternoon, you might be convincing an international customer why we are the right partner for their next product.

You don't wait for someone else to tell you what the next step is. **You shape it.**

Then this position could be exactly what you are looking for.

We are looking for someone with a strong technical understanding, an entrepreneurial mindset, and a clear commercial drive. Someone who identifies new business opportunities and consistently develops them from initial idea through to execution.

You will work directly at our production site in Hägglingen, Switzerland, putting you right where customer ideas are turned into real products, manufacturing processes, and investment decisions.

Your Mission

Flex Switzerland is excellently positioned to benefit from global developments in MedTech and Pharma. Our capabilities in engineering, high-volume plastics manufacturing, tooling, automation, and manufacturing provide a strong foundation for further growth across Europe.

Business Development Manager - MedTech & Pharma 100% (a)

Your key responsibility

- You will primarily represent our Swiss site, acting as the commercial and technical single point of contact for new project opportunities in the MedTech and Pharma markets. From the initial customer inquiry through feasibility assessment and costing to the final compelling proposal, you will orchestrate our local Innovation & Engineering team and bring together expertise from Tooling, Automation, Operations, and Quality.
- Together with our experts, you will develop sophisticated solutions for automated, high-volume plastic products and assemblies, translating customer requirements into technically sound and commercially compelling concepts.
- You will work closely with our Corporate Business Development team. By combining your market understanding, technical expertise, and deep knowledge of our core capabilities in Switzerland and our strategic direction, you will support international opportunities and actively bring new business to our Swiss operations.
- You will strategically develop our existing Site-Owned Accounts. You will understand their markets, product roadmaps, and technology strategies and translate these insights into concrete new business opportunities and

sustainable long-term growth.
- You will lead complex commercial negotiations, ranging from new quotations and development agreements to long-term supply agreements.
- You will actively engage across our international network, connecting the right technologies, capabilities, and people to develop the best possible solutions for our customers.

What we expect from you

We are not looking for someone who waits for the perfect lead to come along.

We are looking for someone who knows how to represent our **Swiss values, expertise, and technological strengths with confidence and credibility.**

You are a **doer**, and ideally bring the following:

- Several years of experience in a technically demanding B2B, engineering, manufacturing, or business development environment
- A strong understanding of products, manufacturing processes, automation, industrialization, and cost structures
- The ability to translate technical requirements into commercially compelling business cases
- Experience working with international customers and complex decision-making structures
- Confidence in negotiations, presentations, and customer workshops
- A proactive mindset, curiosity, and entrepreneurial thinking
- A strong sense of ownership and the drive to move topics forward independently
- Excellent German and English language skills

What makes flex Switzerland so special

- Meaningful work in a fantastic market: the products we manufacture support millions of people worldwide every day in the prevention, early detection, diagnosis, and monitoring of diseases
- The opportunity to be part of an exciting growth journey
- A strong, inspiring, and distinctive company culture
- A modern and professional workplace, including free parking and EV charging stations
- A structured and comprehensive onboarding experience
- Opportunities for continuous personal and professional development
- A competitive compensation package

We look forward to receiving your application!

Further Information:

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www.flex.swiss

Apply now