



At Flex, we welcome people of all backgrounds. Our employees thrive here by living our values: we support each other as we strive to find a better way, we move fast with discipline and purpose, and we do the right thing always. Through a respectful, inclusive and collaborative culture, a career at Flex offers the opportunity to make a difference, invest in your career growth and join our purpose -- to make great products that create value and improve people's lives.

To support our extraordinary teams who build great products and contribute to our growth, we are looking for a **Business Developer (a) – Injection Molding & Plastics** to join Flex in **Hägglingen / AG**.

In your role as **Technical Sales Manager**, you will report directly to the **Head of Sales & Program Management** and independently drive the development and expansion of strategic customer relationships. Your focus will be on sustainable business growth and generating new business opportunities across the European market.

Business Developer - Injection Molding & Plastics 100% (a)

What a typical day looks like:

- Independently acquire new customers in the **medical and pharmaceutical industries**, leveraging existing networks and business relationships in Switzerland, Germany, Austria, France and Italy, with a particular focus on high-volume plastics business.
- Drive active **business development and relationship management** to support existing design and commercial programs.
- Lead negotiations for new business opportunities and quotations, development agreements and commercial supply agreements, and support Swiss sites with business and commercial matters.
- Analyze customers' business strategies, future product plans and expansion activities to strategically deploy Flex resources and maximize profitable growth.
- Develop and foster new strategic relationships with key customers across Europe.
- Present innovative business strategies to management, executives and key customers, while actively networking within an international corporate environment.

The experience we're looking to add to our team:

- Degree in **engineering, natural sciences or business administration**, combined with experience in toolmaking, plastic injection molding and/or automation.
- Self-motivated sales professional with strong drive and the ability to develop new business areas, grow existing business and win new customers and contracts, including through cold acquisition.
- Independent and structured working style, with a high level of commitment, strong closing skills and the ability to work effectively as a team player within a matrix organization.
- Resilience and perseverance in a dynamic and fast-changing environment.

- Excellent **communication, negotiation and presentation skills** in German and English; any additional European language is an advantage.
- Ideally, an established customer network within the **high-volume medical plastics industry**.
- Good computer skills, including Microsoft Word, Excel and PowerPoint.
- Willingness to travel across Europe approximately **20%**, as well as a valid driving licence.

Here are a few examples of what you'll get for the great work you provide:

- Opportunity to use your network & talent profitably;
- Detailed onboarding;
- Professional and modern working environment;
- At least 25 days vacation;
- E-charging stations and free parking;
- Access to personal and professional development;
- A competitive salary package;
- Working with a great team.

We look forward to receiving your application!

Further Information:

Reka.Bozso@flex.com / Recruiter

www.flex.swiss

Apply now