

- Location: Lausanne (Epalinges, Biopôle), Switzerland
- Full-time position (100%)
- Travel 50%-70% (Switzerland, Europe, International)

## About Volumina Medical

Volumina Medical is a Swiss medtech clinical-stage company based at the Biopôle in Lausanne (Epalinges). The company develops breakthrough implantable, resorbable medical devices for soft tissue regeneration and reconstruction, targeting applications in aesthetic medicine, dermatology, plastic and reconstructive surgery.

Volumina's technology is built on strong scientific foundations, with multiple clinical studies completed and pivotal trials ongoing. The company collaborates closely with leading surgeons, dermatologists and international key opinion leaders to bring innovative regenerative solutions to patients worldwide.

To support its international commercial expansion, Volumina Medical is looking for a highly experienced Key Account & Clinic Partnerships Sales Manager (Pre Sales).

## Position Summary

The Key Account & Clinic Partnerships Sales Manager (Pre Sales) will be responsible for building and converting a qualified pipeline of premium clinics into signed collaboration agreements with Volumina Medical across Europe, and other selected international markets.

Reporting directly to the CEO, the role is primarily field-based and sales-driven, with accountability for:

- Pre selling Volumina's value proposition to targeted clinics and key decision makers
- Negotiating and closing collaboration contracts (e.g., early access, reference site, clinical collaboration, training partnerships, commercial pilot agreements)
- Developing strategic accounts into long term partners and reference sites

This position requires a highly autonomous, mobile and adaptable sales professional with a strong track record in the aesthetic medicine and/or medical device sector, capable of engaging confidently with both clinical and managerial stakeholders in premium private practice environments.

## Core Mission

- Build a high-quality clinic pipeline aligned with Volumina's launch strategy
- Convert priority targets into signed collaboration agreements
- Secure early adopter / reference sites that can support launch readiness
- Implement rigorous CRM discipline, reporting and forecasting
- Create repeatable sales playbooks for clinic conversion and account growth
- Participate to establishing marketing materials and brand positioning

## Main Responsibilities

### 1) Key Account Sales & Contract Closing (Primary Focus)

- Own the end to end sales cycle from first contact to signature of collaboration contracts with clinics
- Identify and engage decision makers (medical directors, lead injectors/surgeons, clinic managers/owners) and build multi stakeholder alignment
- Drive structured sales processes: qualification, needs discovery, value messaging, proposal, negotiation, and closing
- Maintain accurate pipeline tracking, forecasting, and KPI reporting



## 2) Pre Sales, Scientific Selling & Clinical Stakeholder Management

- Present Volumina Medical's technology, clinical evidence and value proposition with high credibility
- Conduct clinic meetings and on site engagements to support conversion (workflows, indications, patient profile, service positioning)
- Position Volumina's solution to match clinic priorities (outcomes, differentiation, patient journey, practice growth)
- Gather structured voice of customer input that directly supports sales enablement (messaging, objections, key value drivers)

## 3) Account Development & Reference Site Creation

- Build and execute account plans for top clinics to grow partnership depth and long term engagement
- Support identification and onboarding of early adopters and potential reference sites
- Coordinate with internal teams to ensure partner clinics are successfully supported (training, materials, medical/scientific information, congress touchpoints)
- Maintain long-term relationships based on trust, ethics, and mutual value creation

## 4) Commercial Execution & Go To Market Contribution

- Provide field validated insights to refine segmentation, clinic targeting, and conversion strategy (with a clear bias toward closing)
- Represent Volumina at selected international congresses and high value clinic events to drive account acquisition and conversion
- Support partner/distributor conversations when relevant, with clear commercial assumptions grounded in field execution

## Qualifications & Experience

- Minimum 5–7 years of experience in sales / key account / pre sales roles in:
  - Aesthetic medicine and premium clinic environments
  - Injectable and/or implantable medical devices (or adjacent medical device categories relevant to dermatology/plastic surgery)
- Demonstrated ability to close complex B2B agreements with clinical stakeholders (multi decision maker sales)
- Proven experience selling into private aesthetic clinics, dermatology centers, and plastic surgery practices
- Excellent communication and presentation skills with strong scientific credibility and polished executive presence
- Strong CRM discipline and ability to manage a high-velocity pipeline
- High autonomy, resilience, and comfort operating in a fast-growing start-up environment
- Willingness and ability to travel internationally extensively (60–70%)

## Education & Languages

- University degree in business, marketing, medical sciences, life sciences, biomedical engineering or related field
- Fluent English (spoken and written) is mandatory
- Additional languages (e.g., French, German) are a strong asset
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## Personal Attributes

- Strong sales drive with a structured, disciplined approach to closing
- Excellent interpersonal skills and ability to build trust with clinicians and clinic leadership
- Negotiation skills and strong ownership mindset ("make it happen")
- Data driven, organized, and accountable for targets and deliverables
- High ethical standards and patient centric vision
- Flexibility, adaptation skills to new fields and scope



## We Offer

- A key role in an innovative clinical-stage medtech company with global ambition
- Direct exposure to top-tier aesthetic medicine experts and premium clinic ecosystems
- High autonomy and direct impact on the company's commercial trajectory
- A dynamic and multidisciplinary environment at the interface of science, medicine and business
- The opportunity to contribute to technologies that aim to improve patients' quality of life worldwide
- A compensation package including equity incentives, allowing participation in the long-term value creation of the Company

## Application

Please send your full application (CV, motivation letter and relevant supporting documents) to: Amélie Bédier, CEO:  
[amelie.beduer@volumina-medical.ch](mailto:amelie.beduer@volumina-medical.ch)

Please indicate "Key Account & Clinic Partnerships Sales Manager (Pre Sales)" in the subject line of your email.

