



Berlinger Special is the leading partner globally for secure, simple and lasting doping control solutions.

Urine and blood samples from athletes represent a valuable cargo after being collected. However, the complicated and sometimes long transportation routes can pose many risks. Our products are in regular use at Summer and the Winter Olympics. Independent global doping control bodies and sports associations value our certified security containers due to their simple operation and maximum security.

To secure and enhance Berlinger's market leader position for anti-doping products in the professional sports market (human and animal), we are looking for a

Sales and Marketing Manager Anti-Doping Products

Your main tasks

- Plan and deliver sales of anti-doping products & services and related expenditures
- Active relationship management with key accounts and community stakeholders
- Represent Berlinger Special AG at key events
- Transfer customer requirements, regulatory requirements and market intelligence into innovative and actionable products & service developments in close corporation with group marketing and group R&D / procurement
- Form one voice to the customer together with inside sales team
- Give structured input for production planning
- Support inside sales during times of high demand or holidays absences

Your Profile

- Strong understanding of the professional sports world (human and / or animal), ideally from a supplier side
- Own career in professional / semi-professional sports is not a must, but an asset
- Higher education in business administration, marketing, sales or similar
- Fluent in German and English, experienced to work in international and multicultural environments
- Strong sales acumen with experience in online sales
- Excellent relationship manager in complex buying centres, able to manage a regulated environment
- High willingness to travel internationally (30% - 40%)
- Very good understanding of modern communication and office management tools

We offer you

- A challenging, exciting and extremely varied field of activities
- Collaboration in a dynamic, open-minded team

You will be optimally prepared for your new field of activity through extensive familiarisation with the new tasks and projects. Take the opportunity to become part of our innovative Berlinger team and make your contribution to clean sport.

Place of work

9608 Ganterschwil, Switzerland

Contact

In case of questions, please reach out to Thomas Allenspach, VP Sales (thomas.allenspach@berlinger.com). Please send your meaningful applications to Franziska Bähler, HR Manager (franziska.baehler@berlinger.com)

