

Founded by leading surgeons, Swiss Air Force pilots and technology enthusiasts, Nodus Medical is building an aviation-inspired software solution for surgical teams.

Our innovative, voice-guided platform helps them avoid costly complications and reduce administrative overload through procedure planning and navigation, as well as automated documentation. Building on this platform, we enable surgeons to share best practices and will ultimately become the best data source at the forefront of surgical intelligence.

Eager to change the world of surgery, we are a diverse group of business, technology, and medical professionals with strong track records from firms such as McKinsey, BCG, or Credit Suisse.

Account Executive (100%)

Starting as soon as possible at our offices in Zurich.

What We Offer:

- Dynamic environment at a startup with an exceptionally talented and committed team
- Opportunity to build a rewarding career in a mission-driven company focused on eliminating unnecessary complications and deaths in medicine
- Fast-track for your career in a high-growth startup leveraging innovative technology and rapid advancement into leadership roles as the company continues to grow
- Great learning opportunities across a wide range of responsibilities and challenging tasks
- Chance to shape the company's success while working directly with CEO/CRO and the wider team including surgeons, computer engineers, business professionals, and pilots
- Competitive compensation package

Your Role:

- Generate and lead deals across the entire sales cycle and achieve sales targets
- Collaborate with SDRs on individual leads and sell our platform through on-site meetings, tailored workshops, and presentations with surgeons, influencers and key decision makers (e.g., C-suite)
- Develop and maintain consultative relationships with all stakeholders involved in the sales process
- Collaborate with the sales team to develop and deliver strategic account planning
- Co-create and continuously improve the sales process, approach and messaging, develop a repeatable formula to scale our business model in Switzerland and internationally
- Provide input for and create high-quality presentation content and value propositions tailored to each individual customer
- Support product development and innovation through insights from target markets
- Be an action-oriented and pro-active team member, eager to shape our growth story

What You Offer:

- Bachelor's or master's degree in a relevant field (e.g., medicine, engineering, other sciences)
- 5+ years progressive track record in direct selling experience within medical and/or healthcare technology
- Outstanding people and communication skills to engage with various stakeholders across all levels of hospital functions involved in the decision-making process
- Action-oriented self-starter and independent thinker, aptitude to work autonomously
- Experience in developing business cases and managing complex sales projects
- Entrepreneurial drive, affinity and passion for technology, endless curiosity, and leadership skills
- Passion for data-driven work, relevant software experience (e.g., SFDC) is a plus
- Willingness to travel 60-80% of the time to customer sites, primarily in Switzerland
- Fluent oral and written English and German, additional languages are a plus

We look forward to hearing from you at martin.boruvka@nodus-medical.com.

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