

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.

## Sales Development Representative (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 other 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

Your Role:

- Analyze target customers and identify main decision makers and influencers
- Interact over email, phone, VC, and social media channels with potential customers on senior and executive level in the early stages of the sales funnel
- Run "discovery sessions" and impress surgeons with rock star product demos
- Collaborate closely with Account Executives and other members of the team to continuously improve messaging and sales approach
- Support product development and innovation through market insights
- Use SFDC and other tools to generate, prioritize and push leads along the sales funnel
- 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., business administration) or equivalent educational and work experience
- 1+ year of relevant hands-on sales experience, e.g., tech startup, B2B
- Entrepreneurial drive, affinity and passion for technology, endless curiosity, and a strong record of leadership inside or outside your studies
- Passion for data-driven work, relevant software experience (e.g., SFDC) is a plus
- Strong desire to develop a career in sales and hunger for success
- Ability and desire to perform in a fast-paced and ambiguous environment
- Exceptional communication skills and a love for connecting with new people every day
- 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](mailto:martin.boruvka@nodus-medical.com).

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