

Shape the future – built on a strong foundation and a global perspective

Bioengineering AG, with over 50 years of dedicated experience, is a global specialist in the development, design, manufacturing, and on-site delivery of bioreactors and fermentation systems and equipment for hygienic and aseptic applications (biotechnology, pharmaceutical, cosmetics, novel food, and fine chemical industries). Built on deep technical expertise and a well-established international customer base, the company remains firmly committed to advancing this field. Bioengineering is on a clear growth trajectory, with the ambition to further strengthen its market leadership and become one of the most influential companies in the industry. Recently, Bioengineering AG became part of the Morimatsu Group, a globally successful technology provider. This affiliation expands the company's strong foundation with a global dimension and opens up new strategic perspectives – for our customers as well as for senior leaders who wish to actively shape the next phase of the company's development.

HEAD OF SALES (M/W)

The Head of Sales is responsible for the global sales organization of Bioengineering AG on both strategic and operational levels. The primary objective of this role is the sustainable expansion of international business, the continuous development of the sales structure, and the consistent delivery of market-driven and customer-focused sales performance in alignment with the company's strategy.

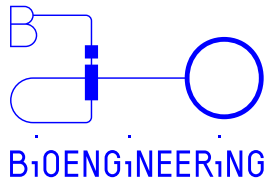
The role leads international sales activities, coordinates subsidiaries and distribution partners, and acts as a central interface between markets, customers, and internal functions. It contributes significantly to the company's strategic development in the commercial domain.

Your role:

- Lead and develop the global sales organization (strategic and operational)
- Define and execute international sales and market strategies
- Drive sustainable business growth and expand global market presence
- Responsible for achieving sales budgets, revenue targets, and profitability across the global sales organization
- Manage and develop international subsidiaries and distribution partners
- Build and maintain strong relationships with key customers and partners
- Lead, coach, and develop an international sales team
- Identify new market opportunities and strategic partnerships
- Support complex contract negotiations and key account management
- Provide market insights, KPIs, and reporting to executive management

Your profile:

- Technical degree (e.g., biotechnology, engineering) with an additional higher business qualification
- Several years of leadership experience in international sales of capital equipment or plant engineering
- Proven track record in building and developing global sales organizations
- Experience in pharma, biotech, or life sciences industries is preferred
- Strong strategic thinking and entrepreneurial mindset
- Excellent communication and negotiation skills in English & German
- Intercultural competence and willingness to travel internationally (40–60%)



What we offer:

- A key leadership role with high impact and strategic responsibility
- An internationally positioned company with strong growth ambitions
- Close collaboration with executive management and the board
- Attractive employment conditions and long-term career perspective

We look forward to receiving your application (absolute discretion is guaranteed) at: jobs@bioengineering.ch

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