

Why Nexon

- A leading independent Swiss spine company with strong hospital access and long-term customer relationships.
- A hands-on environment where good ideas can be implemented quickly and where individual impact is visible.
- A broad and innovative spine portfolio, including a strong strategic focus on endoscopic spine surgery.
- Direct collaboration with surgeons, the national sales team, management and international manufacturing partners.
- A genuine growth opportunity for an ambitious sales or product-management professional who wants to take national ownership.

Product Manager – Spine, Switzerland

Workload: 60 – 100 %

Key Responsibilities

- **Commercial Product Leadership:** Translate portfolio strategy into clear Swiss priorities, annual product plans and measurable growth initiatives.
- **Clinical & Customer Development:** Spend regular time with surgeons and hospitals, observe procedures, understand clinical needs and turn market feedback into action.
- **Sales Enablement:** Train and support the sales team with product positioning, competitive arguments, customer presentations, offers and practical sales tools.
- **Product Pushes & Launches:** Plan and drive focused campaigns, product pushes and launches; follow through until adoption and sales results are achieved.
- **Portfolio & Lifecycle Management:** Own product documentation, pricing input, set concepts, phase-ins, phase-outs, stock-related coordination and portfolio optimisation.
- **Manufacturer & Cross-functional Coordination:** Coordinate market feedback, forecasts, complaints and priorities with manufacturers while aligning Sales, Education, Customer Service, Logistics and Management internally.

Candidate Profile

- Minimum 2 years of successful sales experience in complex MedTech, ideally spine or neurosurgery; alternatively, relevant product-management experience with strong customer exposure.
- Strong commercial drive, high ownership and the ability to create momentum across functions without formal authority.
- Comfortable in hospitals and operating rooms and motivated to build credible relationships with surgeons and clinical teams.
- Pragmatic, fast and action-oriented; able to move from analysis to execution and follow-up.
- Fluent German and English; French is an advantage.
- Willingness to travel regularly across Switzerland.

Indicative Role Focus

*Approximately 40% customer, hospital and field engagement /
30% internal product management / 20% commercial initiatives /
10% manufacturer coordination*

NEXON
MEDICAL

This is not a desk-based or manufacturer-administration role. It is a national market-facing role for someone who takes ownership, drives execution and helps make products successful in Switzerland.

Clinical Support & Customer Development:

Deliver professional OR support during surgical procedures, build strong relationships with surgeons and hospital teams, understand clinical needs and translate procedural experience and market feedback into action.

We look forward to receiving your complete application materials for this or any of the other open positions (see www.nexonmedical.ch and www.stoecklimedical.ch) via email at the following address: hr@stoecklimedical.ch
We're also happy to answer your questions by phone (Ms. Luana Banz, 041 925 66 66) – we look forward to hearing from you.