

Transforming Spine Surgery Across Europe

At Nexon Medical, we believe that exceptional patient outcomes should not depend solely on who is holding the instrument.

Our mission is to make exceptional spine surgery reproducible by developing technologies that simplify complex procedures, shorten the learning curve and help more surgeons achieve outstanding clinical outcomes.

Through an innovative Enight UBE platform, surgeon education and close collaboration with leading clinicians, we are helping shape the future of minimally invasive spine surgery.

As our international business grows, we are looking for one of Nexon Medical's key ambassadors in Europe: An International Market Development Specialist who will help bring our technology to more surgeons, hospitals and patients.

International Market Development Specialist Endoscopy

Your Mission:

- You are not a traditional sales representative.
- You are a market builder.
- Your mission is to accelerate the adoption of Nexon Medical technologies by developing new customers, supporting distribution partners and guiding surgeons from first training to confident, independent use.
- Success is measured by surgeon adoption, new customer acquisition and sustainable market growth.

Your Responsibilities:

Market Development & Commercial Growth

Approximately 60%

- Generate new business opportunities with distribution partners, market prospecting and customer development.
- Conduct roadshows with local partners to introduce surgeons to UBE procedures and Nexon technologies.
- Follow up qualified leads and convert them into clinical evaluations.
- Develop new hospitals, surgeons and reference centres.
- Promote the Nexon portfolio at congresses, workshops and educational events.
- Build relationships with key surgeons and opinion leaders.
- Monitor the surgeon learning curve and support long-term adoption.

Clinical Excellence & Surgeon Success

Approximately 35%

- Support first and complex cases in the operating room.
- Guide surgeons through the NX30 learning pathway.
- Train scrub nurses and operating room teams.
- Support distributor teams during evaluations and first cases.
- Assist surgeons in priority territories across Europe.
- Act as a trusted clinical partner throughout the adoption process.

Marketing & Continuous Improvement

Approximately 5%

- Improve sales and surgical support materials.
- Create educational and clinical content.
- Share structured market feedback with Sales, Marketing and Product Management.
- Support the continuous improvement of training and customer onboarding.

Key Performance Indicators:

- Number of new hospitals and surgeons activated.
- Number of qualified opportunities generated.
- Conversion from congress or roadshow leads to clinical evaluation.
- Surgeon adoption after training.
- Number of surgeons using Nexon technology regularly.
- Time to independent use.
- Development of strategic reference centres.
- Revenue growth in supported markets.

NEXON
MEDICAL

Your Profile:

- You are a commercially driven clinical professional with a genuine hunter mentality.
- You are based in Europe within easy reach of a major international airport.
- You enjoy opening new markets, building customer relationships and helping surgeons adopt innovative technologies.
- You are equally comfortable at a congress, during a distributor visit and in the operating room.

Qualifications

- Degree in Life Sciences, Medicine, Biomedical Engineering, Business or a related field; scrub nurse background also considered.
- 5-10 Years of experience in medical device sales and operating room support.
- Experience in spine, neuro, orthopaedics or surgical endoscopy is highly preferred.
- Strong ability to develop new customers and support clinical adoption.
- Fluent English; German and other European languages are an advantage.
- Based near an international European airport.

Personal Attributes

- Persuasive, proactive and commercially driven.
- Fast learner with strong technical curiosity.
- Organised, reliable and disciplined.
- Strong communication and presentation skills.
- Calm and clear under pressure.
- Independent, resilient and comfortable in an international environment.

Travel:

- Approximately 50–80% international travel, mainly within Europe.
- Typically, 120–180 travel days per year.
- Occasional weekend and public holiday travel may be required.
- Home-office based when not travelling.

What We Offer:

- A key role in expanding innovative spine technologies across Europe.
- Comprehensive product and clinical training.
- High responsibility, autonomy and international exposure.
- A young, ambitious and growing team.
- The opportunity to shape markets, develop surgeons and create measurable impact.

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.