

Juan-Bernardo Rivero

Your Address Line 1

Your Address Line 2

Dietrich Engineering Consultants sa

Hiring Manager

Chem. du Dévent 3

1024 Ecublens VD

Ecublens, 22.10.2025

**Subject: Application - Sales and Business Development Manager**

Dear Hiring Team at Dietrich Engineering Consultants,

With over 15 years of experience in business development and a strong background in the life sciences sector, I am excited to apply for the Sales and Business Development Manager position at Dietrich Engineering Consultants. My expertise in building long-term client relationships and driving business growth aligns perfectly with your mission to expand in the Swiss German market.

I possess a proven track record in project management, negotiation, and data-driven strategies. My ability to engage stakeholders effectively and adapt to multicultural environments has consistently led to successful outcomes in previous roles.

In my previous position, I successfully identified and pursued new business opportunities within the biotech sector, resulting in a 30% increase in client acquisition over two years. My fluency in German and English, combined with my understanding of the Swiss German market, positions me well to represent DEC's expertise and drive growth in the region.

I am available for an interview at your earliest convenience and am willing to travel within the region as required. I look forward to the opportunity to contribute to DEC's growth strategy and make a meaningful impact in the evolving biotech and pharma market.

Kind regards

Juan-Bernardo Rivero