



Regional Sales Manager

The Regional Sales Manager will be the key individual responsible for growing and managing the QualiMed business in the selected region. The individual will coordinate with the sales field, clinical and other departments to facilitate growth and expansion in this region. This manager is responsible for all business activities in this region including those of the overall image and success of QualiMed in the selected region.

Reports to: VP Sales

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Drive the sales growth (equipment and procedures) in the region to meet and exceed sales objectives.
- Establish, grow and maintain strong sales channels in assigned geography and conducting direct sales efforts as necessary.
- Establish and manage appropriate sales expectations and appropriate end-user pricing with each distributor.
- Manage the regional budget across the international region allocating key resources to achieve best ROI opportunities.
- Prepare and manage sales forecasts and budgets.
- Provide management with accurate sales forecasts (equipment and procedures) and detailed assessment of the factors influencing sales performance.
- Fulfil distributor requests and requirements including monthly/quarterly forecast reports and other requirements per contract.
- Provide training, support, and leadership to distributors and clinical field with product knowledge, sales skills and strong regional customer relationships to successfully meet sales objectives.
- Develop strong technical knowledge to enable high level discussions with internal and external customers.
- Manage regionally based clinical, practice development and service managers.
- Manage distribution partners in each of the countries in the region.
- Operate within the industry's ethical standards and the stringent compliance regulations of the corporation.

EDUCATION AND QUALIFICATIONS

Education & Experience:

Bachelor's degree in related discipline and will likely have 5 to 10+ years of Sales Management experience.

Skill Set:

Self-motivator, highly organised; works well with all functional levels in the organisation; excellent presentation and interpersonal skills; High level of business management and facilitation skills.

Basic skills and knowledge of the interventional cardiology and radiology market is essential.

- Strong influencing and sales skills across a culturally diverse group of people and markets.
- Strong market analysis, strategic planning, leadership and team-building skills.
- Understanding and aptitude for healthcare and regulatory requirements and issues.
- Must be able to travel approx. 60% of the time, including international travel for 1-3 week periods.

Competencies:

Customer focused; Action-oriented; Building team spirit; Self-development; Creativity and innovation; Hunter mentality; Ethics and values. Minimum of 5-10 years of working experience in regional sales of medical devices knowledge of the interventional cardiology market. Must have professional orientation and history of developing strong customer and KOL relationships. Must be customer oriented and professional, with strong business acumen and excellent communication and presentation skills. Must have an already established network of distributors within the region.

Meet or exceed established sales and business goals through the development and management of effective sales channels, relationships, and direct sales efforts as assigned.

Language requirements:

Must be able to communicate fluently in English and other regional languages.

SALES TERRITORY

To be defined.

LOCATION

To be defined.

REGIONAL SALES MANAGER SALARY

Compensation depends upon factors such as the experience, education level, and past experience both relevancy and scope of work including size of the region.

For more enquiries, please contact:

QualiMed Innovative Medizinprodukte GmbH Boschstraße 16, 21423 Winsen, Germany +49 4171 6578 0
www.qualimed.de