



Medical Sales Manager, German speaking

To expand our presence in the German speaking countries, we are looking for an enthusiastic sales manager. You will be responsible for all the commercial activities of Medis in Germany, Austria and Switzerland. Our existing revenue channels are: direct sales to the individual medical specialists in the hospitals and imaging centers, and commercial partners, such as PACS and workstation companies, where our software is integrated into their products.

Your responsibilities include the following:

- To meet or even surpass the revenue target assigned for the region
- To support our Medis' partners in these countries
- To participate with the sales team in the preparation and execution of sales plans for both the direct sales and our commercial partners
- To provide on-site demonstrations
- To participate in local, regional and national trade shows in the DACH countries
- To participate in gathering customer feedback on our products

Your profile:

- A minimum of 3 years of sales experience in the medical imaging market, or comparable experience or knowledge;
- Familiarity with the health care market (hospitals, radiology/cardiology departments, or imaging centers)
- Bachelor's / Master's degree in (bio)medical imaging, an IT-related discipline, or in business administration
- Customer-oriented, representative and responsible
- Excellent communication skills, both written and verbal, in English and in German
- Able to address small and medium-sized groups in a professional and confident manner
- Willing to travel frequently, between 25 and 40% of the time.

About Us:

As an SME Medis medical imaging systems BV is a highly innovative company, where analytical software techniques are researched and developed for the accurate and quantitative analysis of medical images in the cardiovascular domain, such as for interventional cardiology (X-ray and IVUS/OCT) and for noninvasive techniques (MRI and MSCT). Our products support medical specialists in the diagnosis and treatment of cardiac patients, and in carrying out their clinical research. All of these developments are carried out in close collaboration with key-opinion-leaders in the field and our software is distributed worldwide. Over the 23 years of its existence, Medis has obtained a strong brand-name in the entire world: we are a global highly-respected player (www.medis.nl).

Office location:

- The regional sales manager works from our corporate office in Leiden, and is part of the sales team of 4 persons. Our office is located next to the Leiden Central Station and also close to our primary research partner, the Leiden University Medical Center (LUMC).

Our offer:

- We offer a stimulating work environment with highly educated professionals all working on innovative products with a broad and high societal relevance;
- A position in a field with significant growth potential;
- A market-conform salary including a variable component dependent on your success as a sales manager.

If you have any questions, please contact Daniel Garcia, VP M&S at DGarciaMiranda@medis.nl. For questions about the application procedure, contact Johan HC Reiber, PhD, CEO. Phone secretariat: +31 (0)71 522 32 44.

To apply for this position, please, send an e-mail with your motivation and CV to hreiber@medis.nl.