

## Territory Sales Manager (m/f/d) Middle East Germany

Our customer is a global medical device company based in the US, focused on supporting customers by being their trusted partner, delivering high-quality products that endure over time and ensure clinical and economic utility. Two areas where the company has significantly impacted patient care, and become the market leader in each, are bladder volume measurement and airway management.

For this internationally renowned company we are looking for a Territory Sales Manager (m/f/d) to become the newest member of the Sales Team located in Middle East Germany. As Territory Sales Manager, you will be responsible for the sales and promotion of the company's nominated product(s) in Middle East Germany in order to achieve well-defined sales targets. This includes hunting new business opportunities as well as supporting the installed base of existing customers. You will be well suited to this position if you enjoy customer contact and have expertise or the aptitude for face-to-face selling. You should enjoy the challenge of identifying new sales leads and building a large sales 'pipeline'. You should be as comfortable wearing scrubs in the operating theatre as you are making a presentation in a hospital boardroom.

### Your Key Responsibilities

- Generate a high volume of sales activity including in-person prospecting, product evaluations, phone calls, proposal generation, customer presentations, and negotiations
- Strategically manage a sales pipeline to maximize revenue opportunities to achieve revenue targets
- Analyze pipeline coverage percentage and target, in-forecast hit rate, and pipeline deal profile to ensure that pipeline supports achievement of monthly, quarterly and annual goals
- Execute sales strategies and techniques to realize sales opportunities identified
- Understand the buying process for each account and build/maintain relationships with key customer stakeholders. Understand needs, build rapport, and influence decision-making and strategy with customers
- Deliver proposals and presentations to customers that include creative solutions to customer problems, effective benefit selling statements, economic solutions, and skillful demonstration of products
- Utilize CRM (Salesforce.com) daily to record and update customer information, share product details, prepare quotes, update sales stages, maintain an accurate forecast, and close deals
- Research market opportunities and engage in strategic business planning and execution to consistently achieve or exceed sales quota
- Provide accurate and thorough sales reporting to leadership, including monthly forecasting
- Adapt to shifts in market demands and strategies by continuously learning new industry and market information, as well as skills and techniques that lead to increased success

### Your Core Competencies, Skills and Professional Experience

- 5+ years of related experience in a similar role in a multi-national, preferably in a medical device, capital equipment organization
- Preferred professional experience and track record in Health Sector/hospitals
- Good English communication skills to excel at communication with peers in the organization
- Ability to develop strong partnership/teambuilding relationships with all functional areas
- Ability to work independently and with limited direction upon occasion
- Strong service-led ethic and has an innate sense of responsibility and instills this sentiment within the team
- Approaches all sales initiatives with "patient safety first" ethos and drives this throughout the team
- Deliver exceptional service levels through going the extra mile to exceed patient expectations
- Collaborative team player, who respects other people's ideas and understands how to gain agreement throughout the organization
- Supportive and creative in solving challenges across value streams and functions.
- Comfortable with having to adjust to changes in work environment, work under pressure with a sense of urgency, and meet tight deadlines
- Adept at prioritizing work and coordinating tasks simultaneously.

**Can we inspire you for this challenge?**

Then we look forward to getting to know you. For initial questions, please contact us at +49-40-2263 911 23. Please send your documents, including salary expectations and availability, to Andreas Naujoks: [naujoks@passion4talents.de](mailto:naujoks@passion4talents.de).