

Our client is a French SME specializing in the ENT field. The brand, well-known in the world of surgical instruments, has been part of the hospital environment since more than 100 years. The company manufactures surgical navigators, being leader in the ENT market, and also a remotely-operated robot for middle- and inner-ear surgery. It is the exclusive distributor of reputed high-performance medical devices for the ENT field. The company's mission is to contribute to the health and well-being of patients by supplying ENT medical technologies corresponding to the demands of the public health system in terms of performance, efficiency and economy. Every member of the team is committed to giving close attention to client needs, offering relevant, ethical information and providing professional service close at hand so as to create a lasting, trustful relationship with clients and patients.

Leader in France, Europe and on the African continent with its surgical navigators, the company is also present in export markets with its innovative equipment in the fields of ENT consulting and surgery.

In order to build up a sustainable position in the German market, the company is looking for a dynamic and vibrant personality, having sales and strategic marketing in its DNA as a

## Business Development Expert for Robotic Surgery (f/m/d)

Are you ready to promote and implement this outstanding ENT robotics technology to the German healthcare market?

### Your key responsibilities:

Your main mission will be to ensure the promotion and sale of the 1st surgical robot dedicated to ENT, by achieving your turnover and growth objectives in the southern part of Germany (Hessen, Bavaria and Baden-Württemberg). Your business partners will be health professionals (ENT) and purchasing departments in public and private institutions. Thanks to your dynamism and your ability to convince others you are a true ambassador of the company and its robotics system for ear surgery.

- You analyze your area and accounts, and play a central role in implementing the targeted sales strategy
- You understand the needs of your customers and provide them with an adapted and innovative response
- You actively participate in the identification and development of new opportunities. You take charge of the entire sales cycle: qualification of needs, detection of opportunities, presentation of solutions and their added value, setting up of files, and closing of sales
- As a solid basis, you will develop a strong commercial and technical expertise on the robotics system due to an extensive training provided by the company
- You establish a long term commercial relationship with your customers by setting up medium to long term partnership projects with a technical discourse that differentiates you from the competition
- You manage opinion leaders and networks of influence
- You are autonomous while working in synergy with the company's various business experts to provide the most complete and appropriate service offering
- You work in close collaboration with the internal teams (Engineers, Marketing, Sales teams, Internal Services)
- You are the guarantor of the quality of the offers issued and the respect of the associated internal processes
- You will monitor the activity of your portfolio through the CRM and proactively report all relevant information to the Customer and Product environment
- You will participate in conferences, trade shows and customer trainings
- You will report to the European Sales Manager Robotics

**Your core competencies, skills and professional experience:**

- You have a degree in medical technology or business administration with a focus on marketing or a similar education and already have profound experience in the medical technology market
- You have at least 5 years of experience in sales and know not only the medical but also the commercial aspects of a clinic
- You can present professionally at all levels of business in the clinic
- You are excellent in strategic and analytic thinking
- You have excellent written and verbal presentation and communication skills in German and English
- You are experienced in the sale of capital-intensive medical devices, preferably in the field of surgical disciplines
- You are familiar with the various financing methods for medical equipment
- A high level of business and technical affinity distinguishes you
- You have expert knowledge in the application of strategic, as well as tactical selling principles
- You know how to manage priorities and combine commercial performance and profitability with a real sense of customer service
- Your negotiating skills, your curiosity, your team spirit and your involvement will be important to succeed in this challenge
- Willingness to frequent travels across the southern part of Germany

**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).