

## Job description

### Jr. International Growth Manager (Medical Devices)



Leading the international business development efforts to assist worldwide medical device companies with their growth in the EMEA market.

#### **Description**

As a Growth Manager you will be responsible for leading the sales activities of our clients who are worldwide medical device manufacturers with the ambition to secure a successful market position in the European and/or MENA market.

The Growth Manager will be solely and/or with the support of a growth developer responsible to coordinate and generate revenue opportunities in European and Middle Eastern markets by acting and operating under our clients behalf.

You will work for several of our clients and closely with their management, conduct market research, define a sales strategy, implement and execute the business development activities that includes account management, calling activities, researching, tradeshow attending and exhibiting, working with KOL's, hospitals, distributors, manufacturers and other relevant channel partners. You will guide your sales support team on targets, planning and execution.

You will be in charge of managing and reporting the activities to the clients and the usage of the CRM and reporting systems while developing and reporting monthly planning activities to the client.

#### **Your Responsibilities**

- Lead market research efforts with the team;
- Develop and execute a winning sales and marketing strategy;
- Develop and manage a monthly plan with KPIs for the team;
- Proactively seek new business opportunities in the market and build relationships with new and potential clients for our clients;
- Researching, finding and cold sales calling activities to establish new sales opportunities;
- Manage the training activities from the client;
- Oversee the sales support team;
- Manage and maintain the administrative, monthly and weekly reporting, planning and CRM tools;
- Provide account management activities for existing customers;
- Travel to close deals, activate accounts, visit tradeshow or in any relevant situation required;
- Provide recommendations on strategy, consulting and direction to clients on how to be successful in the selected territories;

#### **Requirements**

- Minimum 3 years experience in international sales within the medical device industry;
- Excellent commercial and communication skills;
- Strategic and analytical skills;
- Negotiation and persuasion skills;
- Leadership skills to manage the sales support team;
- Project management skills;
- Flexible in availability;
- Fluent in writing and speaking in English and German, or French or Italian, trilingual is preferred
- Bachelor degree in international business or related education;
- Remote working is possible