



Sales Representatives, Spine

Germany, several areas

Join us

SAFE ORTHOPAEDICS is a pioneer actor in the medical device spine industry. SteriSpine™ technology associates implants and sterile and single use instruments in a unique way. Availability, Modularity and Efficiency are the benefits now provided to many surgeons and thousands of patients.

The company is resolutely focused on its brand positioning and the development of its market shares, and is looking for Regional Sales Representative in Germany.

Wishing to bring your dynamism and your support to a pioneer company and participate to its growth? Join us!

Your missions

You will be reporting to the National Sales Director for Germany, and will be the privileged contact for the decision-makers within hospitals regarding the sale of spine implants on your territory. Your main responsibilities will be the following:

- Development of the sales on your territory (opening of new accounts, development and retention of existing customers).
- Demonstration of advantages and characteristics of products and of their use to surgeons and hospital personnel, in conducting training actions and assistance at the operating room.
- Commercial negotiation and management of contracts/tenders in order to get the products registered in the hospitals, until finalization of the contracts.
- Definition of the sales forecast on the territory along with the Management.
- Follow up of the right orders' execution
- Participation to team meetings and to sales activity reports
- Participation and/or organization of regional and national congresses, technical staff meetings, workshops, alone or with the support of the company's specialists.
- Realization of a qualitative reporting
- Transmission of all customers' and users' observations and complaints, and participation to investigations.

What we are looking for

- You have a 3 year minimum experience in sales of spine medical devices
- You have a successful experience at customers's retention and opening of new accounts, as well as significative market share rise and turnover on the territory
- You have an experience in the launching of products and new range of products
- Sales diploma or medical training
- You demonstrate interest for innovative products
- You are both autonomous and team spirit oriented
- You are customer service oriented and show convincing ability

Additional information

- Location: several positions are offered on the German territory
- Availability: we will be opening positions throughout 2017 and consider all applications starting now
- Compensation: attractive salary and bonus on sales.

Please send your application to Katy Fraisse, Human Resources Manager at k.fraisse@safeortho.com