



We are looking for our Regional Sales Manager, Spine

2 positions are open to recruitment:

- North West Germany : Muenster, Osnabrück, Hannover, Bielefeld
- Middle Germany: Würzburg, Kassel, Göttingen

Join us

SAFE ORTHOPAEDICS is a French dynamic and pioneer company, quoted at Euronext, specialized in the conception and sale of spine medical devices. SAFE ORTHOPAEDICS positions itself as the leader for the treatment of vertebral fractures and differentiates itself with a unique business model and technology, easing the minimal invasive surgery and securing spine emergency surgeries.

SAFE ORTHOPAEDICS technologies are sold via a direct sales force in France, in the UK, and in Germany, and are also exported via a strong distribution network in other European and export countries.

The company is engaged in a noticeable growth and is today ***looking for passionate and talented Regional Managers to join its team and develop business in North West and Middle Germany.***

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

Your missions

You will be reporting to the National Sales Manager 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:

- planning and implementation of sales activities for products on your territory
- acquisition of new clients to increase revenue
- independent planning, prioritisation and implementation of the necessary sales activities and customer service, as well as executing the marketing and sales strategies with doctors, users and clients
- budget planning and budget responsibility in the specified region
- service, care, retention and expansion of currently existing clients using individual measures and internal cooperation

- development, processing and follow-up of quotes
- collection and monitoring of all relevant activities and information in the field
- collecting and processing the calls for tender from hospitals and purchasing groups
- recognition of client needs and suitable reaction to changing client and market situations
- participation in and occasional organisation of trade fairs, congresses and training by/for clients
- constant development of the relevant personal abilities, both independently and with support from clients
- attention and strict compliance to the applicable requirements of health and safety provisions as well as respectful conduct with all business partners and their employees
- compliance with legislation, especially relating to the traceability of business practices

What we are looking for:

- You have a 3 to 5 years of verified, successful experience in selling medical products, with a demonstrated ability at opening new accounts and development of market shares.
- You have a degree and/or commercial training or medical-nursing training
- You have a good business knowledge and technical understanding
- You have excellent communication skills, good knowledge of English
- You demonstrate experience with minimally invasive therapies in trauma or spinal devices as a plus
- You are customer and results oriented
- You show high self-motivation and entrepreneurial spirit, enjoying “building” and finding solutions
- You show appetite for innovative products
- You have the ability to adapt yourself
- You like working in a close team

You will find:

- An attractive base salary and performance-based, variable share
- A company car that may also be used for private use
- A team of experts and passionate people
- And much more..

Additional information:

Availability: as soon as possible

Please send your application to joinus@safeorthopaedics.com

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www.safeorthopaedics.com

