

Our client, an internationally operating and producing medical technology company with more than 1000 employees, which supports patients with heart disease in securing and maintaining life, is looking for a

Area Sales Representative Northern Germany (f/m/x) Cardiovascular / Heart Surgery

Ref. No. 319059

Responsibilities:

- Sales responsibility for the cardiosurgical product portfolio in Northern Germany
- Expansion and maintenance of customer relationships at all levels in heart centers
- Assistance in the creation of customized concepts using the changing market conditions
- Support and training of clinical users in and around the operating room in special heart centers
- Realization and follow-up of strategies and concepts in line with the global corporate goals
- Sales territory analysis and sales territory planning measured against company and sales targets
- Quarterly and annual meetings with all customers regarding the development of business relationships
- Presence at specialized trade fairs and congresses - Coordination of activities together with marketing, product management and sales management

Requirements:

- Ideally a degree in economics or natural sciences (medical technology desirable) or comparable commercial or medical vocational training
- Initial sales experience in the medical technology sector or general experience in the (cardio)vascular market environment (application) is advantageous
- Sales competence or mastery of sales techniques, or the will to learn them
- Flexibility, adaptability and positive approach to changes in the market and the company itself
- Independent and economical way of working as well as customer orientation, initiative and above-average commitment, also with the help of a supervisor
- Very good English and good German advantageous
- Resident in the target area or credible willingness to move to the target area in Northern Germany (Schleswig-Holstein, Lower Saxony), ideally in the triangle of Hamburg, Hanover, Bremen

Questions?

Don't hesitate to contact us:

(Mon – Fri 9.00 AM – 6.00 PM)

Phone.: +49 (0)30 / 516 958 30

Fax: +49 (0)30 / 516 958 399

kontakt@topstep.de

Benefits:

- A salary package above the industry average with an attractive bonus - also on a high level for professional newcomers
- Modern structured work processes, permanent product innovations, a consistent working atmosphere and international as well as professional advancement opportunities in a fast-moving but also appreciative corporate network
- Well-equipped company cars from leading manufacturers for private use
- The intensive training and direct exchange with the team is carried out by a personal mentor

Region

Hamburg, Niedersachsen, Nordrhein-Westfalen, Schleswig-Holstein