

We are looking for a

Channel Manager

Who are we?

At Medis we believe in empowering medical professionals with our innovative analytical solutions. For more than 30 years cardiologists, radiologists, researchers and industry partners worldwide rely on Medis post-processing software, resulting in customers in more than 40 countries. Our team of professionals take great pride in providing innovative cardiovascular imaging solutions that supports our customers' diagnoses and treatment options.

We provide medical professionals with worldwide support, so that together we can improve patient's quality of care.

Our headquarters is in Leiden, but over the years we have established subsidiaries and branch offices in the USA, Japan, United Kingdom, as well as distributors and local agents in multiple countries.

What will your role be?

You will be responsible for optimizing the business of all Medis Products and Services to Distributors. You have a hands on drive to resolve end to end issues on an operational level. You are able to represent our distributors and partners internally through in-depth knowledge and understanding of their strategy, business and challenges.

You will work together with our partners and distributors to define the strategy that best aligns within the geography and market. In order to be able to do this you understand the required balance between managing the relationship in combination with managing the output (sales). Your goal is to optimize the value of the short- and longterm business with the distributors for Medis in building capabilities across their sales and services organizations as well as driving the end to end operational excellence.

Utilizing the available processes, tools and key indicators to drive a uniform and consistent approach to our Distributor network.

The profile we are looking for:

- Proven track record in complex Medical Device/Imaging - IT Sales - Account Management (2+ years preferably in Healthcare - hospitals, clinics, cardiology, radiology or imaging centres)
- Strong Commercial Drive.
- Commercially savvy and a strong drive to grow the business/channel aggressively
- Knowledge of healthcare trends, industry standards and successful strategies for hospitals
- Having wide-ranging experience, uses professional concepts and company objectives to resolve complex issues in creative and effective repeatable ways.



- Profound understanding of existing distributor contracts, processes, tools, etc. is a pre.
- Distinguished by additional specialized knowledge (Intercultural experience) in breadth and/or depth, as well as record of success in International Sales to Distributors and Distributor Management.
- A Bachelor's or Master's degree in a (bio)medical imaging or an IT-related discipline will be considered as an advantage

Personal Skills and competences:

- Excellent communication skills, written and verbal, in English. Spanish is a nice to have
- Able to manage relationships, both internal and with customer stakeholders. A mindful and strategic approach to situations and relationships
- Hands-on, able to deliver on commitments. Viewed as an expert in the field. Having wide-ranging experience, uses professional concepts and company objectives to resolve complex issues in creative and effective ways.
- Professional and confident in speaking to small and medium-sized groups
- Ability to work both in a team and independently
- Willing to travel frequently

What Medis offers you:

- An attractive compensation plan
- International, young and diverse colleagues
- Personal growth and development plan
- Innovative products that make a difference

