



We are looking for a

Account Manager East Germany

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, Germany and the United Kingdom, as well as distributors and local agents in multiple countries.

What will your role be?

The main objective of the role of Account Manager is to maximize our sales and order intake in your designated geographic region. Ensuring the highest level of customer satisfaction and long term relationships to ensure continued profitability in your accounts.

Your geographic region will consist of Mecklenburg-Vorpommern, Berlin, Brandenburg, Sachsen-Anhalt, Sachsen. You are able to effectively establish and maintain the customer relationship whereby you are able to operate at multiple levels within the their organization. You will work together with the marketing team to develop and implement local marketing strategies. Together with your colleagues in the other departments, you will ensure the customer is supported as required.

Customer feedback is extremely important to us and therefore needs to be provided back to the organization. You are the "Voice of the customer" in this respect.

Medis often participates in trade shows and you will also be part of the team to attend some of these events. On site you will assist with demonstrations and presentations. Together with the Sales Director, you will be responsible for the creation and implementation of a regional sales strategy and planning, whereby sales forecasting and reporting of progress is essential. Medis uses Sales Force for these reporting activities.



The profile we are looking for:

- Proven track record in complex Medical Device/IT Sales/Account Management (2+ years preferably in Healthcare - hospitals, clinics, cardiology)
- Knowledge of healthcare trends, industry standards and successful strategies for hospitals
- Bachelor's or Master's degree in a (bio)medical imaging or an IT-related discipline

Personal Skills and competences:

- Excellent communication skills, written and verbal, in German and English
- Preferable location is Berlin
- 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, highly relevant products that make a difference