

We are looking for a

Sales Support & Funnel Analyst

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?

The Sales Support & Funnel Analyst is managing and processing Order Intake and Sales, proper execution of incoming Purchase Orders and invoicing to and from customers. He/she ensures projects are assigned to the I&S team to execute on these PO's. Next to that he/she supports the commercial strategy execution by delivering meaningful, accurate and timely reporting & analysis on commercial activity and compliance, thereby supporting relevant stakeholders to make fact-based sound business decisions. He/she assesses the leading funnel indicators like market coverage, win/loss, funnel forecasting and pricing and supports in case of target deviation the definition of corrective actions.

Key Sales Responsibilities:

- Manage and process Order intake, including process invoice (to client/file).
- Generate Projects assigned to I&S with relation to the sales procedures.
- Manage Demo laptop planning.
- Manage mailbox: sales@medis.nl and order@medis.nl.
- Backup for Sales Support & Channel Analyst.
- Ensure quality, accuracy and integrity of information stored in our systems, maintaining the design and controls in the process and subsequently the integrity of the data.
- Update of Salesforce Price list (max 2x per/year) in CPQ/quoting tool.
- Maintain Salesforce with respect to entering new product codes and maintaining quotation templates for direct sales activities; Maintenance of Salesforce with



respect to entering new product codes and pricing for Distributors and/or Partners contracts.

- Provide Salesforce training of new sales employees. Regular follow up training of colleagues).

Key Funnel Operations Responsibilities

- Provide funnel analytics based on Sales Force Dashboards.
- Provide Installed Base (IB) analytics.
- Continuous improvement of sales processes.
- Accountable for reliability, timeliness and accuracy of the monthly Sales Cadence Analytics and related reports: Generate regular forecast reports for CCO, MT.
- Analyse the funnel health and funnel coverage versus business commitments.
- Analyse the Forecast accuracy and seasonality in the Funnel per quarter (Example: Q1=20, Q2=20, Q3=30, Q4=30).

The profile we are looking for:

- Middle- or higher education with attention to languages, marketing or other related educational programs
- Experience in business related activities, such as Order Management & Logistics
- Proven experience in managing multiple projects simultaneously in a fast-paced environment
- Strong analytical experience in combination with experience in CRM/Salesforce.

Personal Skills and competences:

- Accurate, Proactive with attention to details.
- Excellent communication skills, written and verbal, in English and Dutch.
- Ability to work both in a team and independently.
- Strong analytical & good communication skills.
- Microsoft Office experience and Excel (complex excel spread sheets) knowledge are a must.
- Experience with Salesforce

What can 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