



We are looking for a

Sales Leader DACH

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?

As the Sales Leader for DACH you have two main focus areas, the first is to support and manage the team in the region to achieve their targets. In addition, you will also have your own sales territory and will focus on maximizing our sales and order intake. Of course, ensuring the highest level of customer satisfaction and long term relationships is key for continued profitability in your accounts. You will be accountable for the consolidated (from yourself and your team) sales numbers. Your geographic region will include Germany, Austria and Switzerland, and you know how to operate across different countries and cultures. You are able to effectively establish and maintain the customer relationship whereby you are able to operate at multiple levels within 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. Establishing and maintaining a professional external and internal network are key to the success of this position. This will ensure you stay abreast of the needs and developments in our market.

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 CCO, you will be responsible for the creation and implementation of a regional sales and channel partner strategy and planning, whereby sales forecasting and reporting of progress is essential. Medis uses Sales Force for these reporting activities. You are a natural leader and work together with



Human Resources on the talent agenda. You are not afraid to make decisions that involve your customers within the guidelines provided by the company.

The profile we are looking for:

- Bachelor's or Master's degree in a (bio)medical imaging, an IT-related discipline or business administration.
- 5+ years' experience in sales or account management preferably in Healthcare hospitals, clinics, cardiology) or within a B2B environment Proven track record in complex Medical Device/IT Sales/Account Management
- Knowledge of healthcare trends, industry standards and successful strategies for hospitals
- Experience in complex markets and diverse channel structures across multiple countries

Personal Skills and competences:

- Natural leadership and management style
- Excellent negotiation and communication skills, written and verbal, in German and English
- Able to represent Medis in all circumstances
- You have a winners mentality and enjoy the aggressive side of sales
- Professional and confident in speaking to small and medium-sized groups
- Ability to work both in a team and independently
- Ability to manage multiple tasks and priorities, and you do not shy away from hands on activities
- Willing to travel frequently

What Medis offers you:

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