

Job Title: Area Sales Manager – Infusion Systems

Location: Germany

Contract Type: Permanent, Full Time

Micrel Medical Devices is looking to recruit an **Area Sales Manager – Infusion Systems** in the East part of Germany responsible for sales in the hospital and homecare channel.

Micrel Medical Devices (www.micrelmed.com) is a dynamic medical technology company, with global commercial presence, which is designing, manufacturing and marketing “smart drug delivery systems.” The company offers a full range of ambulatory infusion pumps and related disposables for a broad array of hospital and home-based patient treatments, such as Chemotherapy, Clinical Nutrition, Pain Management, Immunotherapy, Parkinson’s etc.

Main responsibilities include:

- Responsible for Sales in the territory, managing accounts and expanding the customer base.
- Maintaining and developing excellent customer relationships and anticipate their needs and further promote new products/features.
- Provide excellent customer support as part of the company’s commitment to customer excellence.
- Participation at congresses and other events in which the company chooses to participate.
- Monitoring of competitor activities and overall market trends to ensure the company remains competitive.
- Supporting colleagues as required to ensure overall success in Germany.
- Planning and executing sales plan and territory coverage utilizing CRM system.
- Becoming a valuable and helpful resource in all of his/her dealings with customers by being professional, friendly and responsive.
- Provide user training

We are looking for people with

- Academic background in business administration or with a science background
- At least 5 years of proven sales experience in the medical devices industry, ideally with capital goods.
- Knowledge and understanding of the Medical Devices market. Knowledge of Infusion Systems market and competition products is highly preferred.
- A positive, ‘can do’ attitude at all times, with ability to take ownership of an issue until it is fully resolved.
- High customer support and problem-solving skills.
- Understanding of Infusion Therapy an advantage but not essential.
- Availability to travel within assigned territory is required.
- Good knowledge MS Excel, Word and PowerPoint.
- Good level of spoken and written English required.
- Ability to work collaboratively and enjoy being part of the team, whilst being self-reliant and enjoy the challenges of growing and developing a business.
- Desire to be a key contributor and enjoy the success in being part of a growing innovative company.

If you are interested, please send your CV at careers@micrelmed.com, including the job title in the subject