



Varian Medical Systems Nederland is looking for a

Product Specialist – Treatment Planning Systems (Ref: 11508BR)

When you join Varian, you become part of a global network of over 6,000 innovative and inspired minds working together to save lives and provide hope. Our culture fosters the creative potential of every team member with support, transparency and accountability from the organization and our leadership. We work together, motivating each other to make an impact – because someone somewhere is relying on us to do our best work.

The Product Specialist will be located in our office in Houten, the Netherlands and will play an instrumental role in promoting our Treatment Planning System and software portfolio.

On a day-to-day basis the Product Specialist will:

- Support the sales team as a Product Specialist for Varian's Treatment Planning Software solutions in the assigned territories;
- Present and demonstrate Varian's treatment planning solutions to prospective customers and existing customers (feature upselling) as an integral part of the sales process;
- Complete and respond to clinical and technical specifications as part of the procurement process along with the local sales managers as appropriate;
- Maintain frequent contact with existing and potential customers, by organizing product demonstrations for customers, attending symposia and meetings and assessing their requirements;
- Collect customer, industry and competitor information in order to report business needs and monthly forecasts and makes recommendations for the development of business and market strategies;
- Maintain information on all customers and products;
- Build productive internal/external working relationships.

Desired skills and experience:

- Bachelor's degree (or equivalent experience).
- Experience with and a deep technical and clinical understanding of the treatment planning process in radiotherapy and the latest planning techniques such as IMRT, IGRT and Volumetric Arc Therapy (VMAT).
- The candidate will have extensive and demonstrable experience as a healthcare professional working within the planning department of oncology centres or will have worked for one of the leading suppliers of radiotherapy treatment planning systems.
- A marketing/product management background in treatment planning systems will also be considered.
- Excellent written and verbal communication skills are essential.
- Dutch and English speaking.

If you are interested in applying for this opportunity, please send your application **before 31st October 2017** to: Gavin.Tickner@varian.com.

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