

2022-08-30

Sales Manager BENELUX – full time

Hermes Medical Solutions is a leading innovator of molecular imaging and theranostics software in nuclear medicine. To enhance our presence in BENELUX, we are looking for a full time employed sales manager representing us in this area.

We have a large base of existing customers in your area, ranging from most top universities to smaller departments, high schools, and even veterinary clinics. Your task will be to maintain these ties, and to open new opportunities. Our goal is to expand in this market.

As Sales Manager, you represent our company to our customers, offering advice and solutions to ensure they get the full value from our solutions. You will be in charge of sales and regional marketing of our entire product portfolio. You will be home based and strongly supported by our Benelux applications team and technical experts.

We offer a flexible, varying, and fun role requiring a lot of drive and self-motivation. You will have the opportunity to individually shape and execute your own sales and market strategies and your work will have a direct impact on Hermes Medical Solutions' growth.

Your responsibilities:

- You take care of our existing users, keep them satisfied and understand when and how to enhance their portfolio of products.
- You convert new customers by profound knowledge of their needs and the products you sell.
- You keep track of your leads and successfully convert them.
- You work strategically and independently.
- You are structured and manage your customer base in our CRM system.

Qualifications required:

- Experience in Nuclear Medicine, Radiology, Medical Physics, or a similar medical field.
- Knowledge of the Benelux Market for Medical Devices and Imaging software
- Customer centricity, authenticity, entrepreneurial mindset
- Knowledge of the public tendering processes in Benelux countries.
- Organizational skills, with fluency of the common tools (Word, Excel, Power Point, etc.)
- Good command of Dutch, and English languages, ideally knowledge of French
- Willingness to travel.

We consider a merit the following skills:

- Sales experience is highly welcome but not a prerequisite
- A track record as technologist, physicist, or imager in a hospital
- Experience within the medical device industry

We envision a self-motivated and customer-oriented individual, with some experience in a hospital department and/or the medical device or pharmaceutical industry. We will offer you the opportunity to contribute to our exciting company's growth journey and to make a difference for our customers working within Nuclear Medicine and their patients. You will directly report to the VP Sales EU.

We are looking forward to hearing from you before 2022-09-30! Please do not hesitate to contact us in case of questions:

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