

United Kingdom Jobs Expertini®

Account Manager

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Company: Guided Solutions

Location: United Kingdom

Category: other-general

Our client is a globally recognised manufacturer of regenerative technologies and neurosurgical solutions. This dynamic medical technology manufacturer is looking for a talented Account Manager to join their dedicated team of over 4,000 professionals making a significant impact in healthcare.

The role will be responsible for maintaining current customers and extending the sales to new customers. Taking charge of sales activities in key territories, covering Edinburgh, Glasgow, Newcastle, Middlesbrough, Aberdeen, and Dundee.

Specializing in the company's neurosurgical division. You will work with a large portfolio of innovative products ranging from ultrasonic tissue ablation to Stents, valves and much more in between.

Applicants should reside in either Northeast England or Scotland.

Key responsibilities:

Maintain accounts and develop business with customers previously not sold to.

Achieve monthly and quarterly sales targets.

Provide a consultative role in the OR environment in accordance with specific product indications.

Implement a comprehensive business plan aligned with fiscal goals.

Collaborate with peers to support case coverage and address inventory requests.

Identify and capitalize on new business prospects.

Implement the Challenger Sales Methodology.

Collaborate with Quotes & Tenders department.

To be considered for the role, the candidate must closely match the following criteria:

Proven track record of sales in Surgical Medical Devices.

Understanding of customer needs and challenges.

Knowledge of the Challenger Sales Methodology is advantageous.

Degree level or nursing background preferred.

Ability to thrive in a high-performing team.

Full driving license.

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