

Manual Defibrillator Business Development Manager, EU - PMLS

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Company: Mindray India

Location: United Kingdom

Category: computer-and-mathematical

Manual Defibrillator Business Development Manager, EU - PMLS Location: Netherlands | France | Germany | Italy | Spain | United Kingdom | Poland | Romania Highly Competitive Salary + Excellent Benefits + Career Enhancement Reporting to EUROPE PMLS Modality Manager The international resuscitation product market has grown significantly over the last several years as public awareness of SCA increases. Hospital and EMS services are investing in new products as well. As a result, the PMLS product line for defibrillation has become a focus area for Mindray. To support the Europe sales organization to grow this defibrillation business further, we are hiring a Manual Defibrillation Business Development Manager. The scope of the role will be to support the Europe sales team and dealer network, to identify defibrillator opportunities, help prepare Mindray's approach and proposition and coordinate after sales activity. As Manual Defibrillator Business Development Manager - PMLS, you are the expert for Defibrillation MED solutions in the European region. You will help drive the strategy for the Defibrillation MED portfolio within Europe regions. You will be responsible for supporting the regional teams for all defibrillation MED related enquiries, and to deliver training where necessary. The Manual Defibrillation Business Development Manager will report to the Europe PMLS Modality Manager and in a dotted line to the HQ Business Manager Defibrillation. The Manual Defibrillation Business Development Manager will work close together with an interdisciplinary defibrillation team. Position requires frequent interaction with head-quarter, marketing, clinical marketing, sales, partners, customers, and other cross-functional team members. Travel within Europe is also a requirement. Your responsibilities: Continue market scanning on opportunities, tenders etc

Focus on pre-hospital (EMS) and hospital market segment Work with the segment related Sales Team in setting up Sales approach for the identified opportunity Differentiate Mindray product offerings by conveying compelling value propositions and presenting solutions proposals. Support preparation of sales propositions and product presentation, including tender projects Support regional sales on sales opportunities and assist in driving sales to closure Act as the expert for all Manual Defibrillation solutions for product support and responding to customers' clinical / technical questions Support preparation of Heart Safe Hospital concepts Build relationships in the Clinical Resuscitation Officer environment Build relationships in EMS segment Coordinate implementation projects Deliver product training to customers Support training concepts by managing e-learning tools Develop and maintain a high level of product knowledge and competitive products in business area Develop business and launch plan for new products and drive implementation and execution in the regions Work with sales leaders and account teams to increase prospects and drive closure of opportunities to meet sales, orders, and margin targets Provide training to all account team members on strategy and product offerings. Provide pricing strategy and ensure pricing compliance for segment opportunities Estimate date of delivery to customer based on knowledge of the company's production and delivery schedules, and work with the customer and internal Mindray team to help ensure seamless installation Represent the company at trade event meetings and congresses to promote product and company

What are we looking for in you? Bachelor's degree or equivalent comprehensive sales & marketing experience. Comprehensive experience of sales and marketing in healthcare industry defibrillation MED market Proven clinical background with knowledge and experience of defibrillation and resuscitation in a hospital and/or pre-hospital environment, supported by a clinical graduation Understanding of ERC Resuscitation Guidelines and AHA Guidelines In-depth knowledge of pre-hospital/EMS and hospital resuscitation systems and procedures Professional experience in sales support and training High level presentation and interpersonal skills; able to communicate and present ideas to customers in a way that produces understanding and impact that builds effective strategic relationships. good interpersonal, verbal, and written communication skills Negotiation, problem solving and influencing skills Well-organized, ability to work autonomously, initiative-taker Act as inspirational leader with optimism, highly approachable and humble Ability to operate effectively in a multitasking, dynamic environment, while maintaining a forward-thinking and team-oriented attitude Ability to energize, develop, and build rapport, collaboration, and

influence at all levels within an organization Fluent in English – both written and spoken Ability to work in the country for which you have applied without the requirement for company sponsorship What's in it for you? Mindray Europe, as part of the global Mindray business, offers a wide selection of bespoke benefits dependent on your location, along with a competitive compensation package and a commitment to a long-term working relationship. With industry leading training and development available to you, you are sure to have a highly rewarding and mutually beneficial, career with Mindray, in a culture that values honesty and fun! Our goal is to continuously improve and sustain an inclusive culture in which diversity provides deeper customer insights and creates a competitive advantage in the markets we serve. By attracting, developing, and engaging the best team of diverse, empowered associates, we help build success for ourselves and our customers. Follow us on LinkedIn Tweet us on Twitter @MindrayGlobal Check out our YouTube Page As English is our business language - please submit your CV and application in English. #LI-REMOTE

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