

Sales Manager, UK and Ireland

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Company: Guided Solutions

Location: United Kingdom

Category: other-general

Our client is a medical device company that produces software and hardware surgical simulation solutions for endovascular therapies. Due to their exciting growth, we are now looking for an experienced Sales Manager to join the team.

The post holder will actively identify, develop and maintain the Hospital Market in the UK and Ireland, aim to meet the annual sales target and act as an ambassador for the company.

Key responsibilities:

Achieve budgeted sales & margins based on carefully carried out business planning.

Build and drive the ROI message on simulation in all contacts.

Identify, build and ensure success in every opportunity.

Identify and connect with economic buyers so they understand the value of our offering to secure the funding.

Work closely with partners to drive the volume of sales from the channel

Capitalize on existing regional and global collaborations for the local market

Preparation and participation in local promotional events (congresses, roadshows, demonstrations etc.) together with partners.

Regularly forecast sales and proactively provide solutions to compensate for shortfalls if and when they occur.

To be considered for this position candidates must closely match the following reference profile:

A minimum of five years of experience in documented successful solution sales of software or capital goods.

Ability to develop real value propositions.

Medical / Hospital sales experience is a plus as well as a history of calling on medical professionals and higher-level executives.

Experience of working with identifying opportunities for solution selling and driving sales the process toward the customer making a decision.

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