

Neurosurgery Sales and Marketing Manager Eastern Europe and Middle East. Athens based

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Company: Chronos Consulting

Location: Greece

Category: other-general

Job Description

Our client is a global leader in non-invasive neurosurgical treatments. The company is dedicated to improving patient lives by collaborating with physicians, medical institutions, academic researchers and regulatory bodies around the world.

They are currently looking for a Sales & Marketing Manager to cover Eastern Europe, Turkey, and the Middle East. In the future, as it becomes commercially justified, additional countries shall be added (e.g., Africa, Central Asia, etc.).Fr. This is a full time, home office-based position preferably with easy access to a major airport in Europe.

The position has overall responsibility regarding marketing & sales plans in the region and is mainly accountable for sales revenues and is leading the regulatory and reimbursement processes and develops the business aspects of collaboration with partners in the territory.

Required Experience and Skills:

At least 5 years in sales of capital medical devices in the region

NEUROSURGERY market experience preferred

Experience developing sales channels via distributors

Confident negotiation, good attention to detail and evidence of an entrepreneurial mindset

A result-driven approach with a proactive attitude

Excellent communication skills, with strong written and spoken English

Ability to act with limited supervision, using own initiative to continually grow the market

Good time-management skills and the ability to work independently

Excellent interpersonal skills and the ability to work effectively in a global company

Main Responsibilities:

Business

Define annually the region's business goals (orders and sales), per quarter and per country

Build a pipeline of business opportunities for the rolling current and following years.

Manage the relations with partners (distributors, GE, Siemens)

Define sales goals with partners for the region and work to implement

Ensure working relations with KOL

Sales execution

Develop the sales strategy for the three commercially released products: UF, Neuro and Oncology/Bone.

Follow up on detailed sales execution plans up to the closure

Regularly update the commercial reporting tools (commercial trackers)

Develop efficient working relationships with business partners to ensure overall account coordination

Ensure service and disposables revenues according to goals.

Site development

Work to achieve company goals in the number of treatments

Region's Marketing

Work with the VP marketing and the product managers to define marketing plans for the region

Help customize the sales/marketing tools needed to convey our value proposition.

Reimbursement

Lead the process of obtaining reimbursement

Work with the reimbursement team to define a reimbursement strategy

Work with all stakeholders to get their support (patients, societies, insurers, administration, etc.)

Regulatory – Support VP regulatory in the preparation and implementation of the regulatory plan.

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Cross References and Citations:

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