

Regional Anaesthesia Modality Leader, PMLS - EU

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Company: Mindray India

Location: Greece

Category: other-general

Anaesthesia Modality Leader, PMLS – Europe Highly Competitive Salary + Excellent Benefits + Career Enhancement Reporting to EUROPE PMLS Modality Manager As Anaesthesia Modality Leader - PMLS for Europe, you are the expert for Anaesthesia solutions in the European region. You will help drive the strategy for the anaesthesia portfolio within Europe in conjunction with the regional Anaesthesia Modality Specialist. You will be responsible for supporting the regional teams for all Anaesthesia / Perioperative related enquiries, and to deliver training where necessary. This position requires frequent interaction with our global HQ in China, along with various international departments including Marketing, Clinical Marketing, Sales, Partners, Customers, and other cross-functional team members. Travel within Europe is a requirement for this role as you would expect. Your responsibilities: Act as the expert for all anaesthesia solutions for product support and responding to customers' clinical / technical questions Develop and maintain a high level of product knowledge and competitive products in business area Differentiate Mindray product offerings by conveying compelling value propositions, and presenting solution proposals Develop business and launch plan for new products, driving implementation and execution in countries Plan, coordinate and participate to implementation of marketing activities of designated projects to ensure that goals are accomplished within prescribed timeframe Provide regular customer and regional feedback to upstream team and contribute to R&D Support local sales team and dealer network in executing the strategy and identify new opportunities 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 Support regional sales on sales opportunities and assist in driving sales to completion What are we looking for in you? Bachelor's degree or equivalent with comprehensive sales & marketing experience Strong experience of sales and marketing in healthcare industry in perioperative / anaesthesia market Proven clinical and product expertise in Anaesthesia , ventilation and perioperative care environment knowledge Good relationships with KOL and medical societies 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 Negotiation, problem solving and influencing skills 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.

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