



## **Sales Manager, DACH**

**Location: Germany**

Started in 2000 in Israel, Spectrum Dynamics is today a leading company in the development and commercialization of nuclear medicine capital equipment and software solutions. Initially the company focused on cardiac SPECT (single photon emission computer tomography) where Spectrum led a number of key innovations leading to improved imaging quality, patient throughput, lower radiation dosage for patients and ultimately improved diagnostic accuracy. After gaining the # 1 position in cardiac ahead of industry giants like GE, Siemens and Philips the company focused its attention on full body imaging market 16X larger than cardiac. Utilizing the tried-and-proven technology from cardiac combined with innovative new scanning methodology Spectrum unveiled its industry-transforming multi-organ scanner VERITON and VERITON-CT in October 2017. Like the cardiac product VERITON brings significant benefits to clinicians, hospital administrations and patients alike which will allow the company to enter a phase of high transformational growth in coming years. The company has offices in Switzerland, USA, Israel, Hong Kong, Shanghai and Tokyo and is a fast-growing, truly global, company.

### ***Position Responsibilities***

#### **Based in Germany and reporting to the Regional Director, EMEA the incumbent will:**

- Develop with manager and implement a sales plan for the assigned territory (Germany, Switzerland and Austria) based on company business objectives, including the optimization of current customers and the development of new customers.
- Increase sales and customer satisfaction within assigned territory.
- Ensure on a regular basis superior customer service and product use.
- Strive to meet and exceed quarterly and annual sales plan.
- Collect Market Intelligence on Competitor activity along with market size, individual centre development etc, for in depth market and customer analysis.
- Prospect and develop relationships with existing hospitals and customers as well as prospective customers and/or users of company products, converting them to company customers.
- Develop and Maintain mutually beneficial "Internal" relationships with relevant parties within the Organisation – Tender department, Customer Service etc.
- Provide clear communications to the customer on the usage of company products and ensure that all customers are properly and regularly trained and updated as to relevant Clinical Data.
- Secure and/or renew existing orders by coordinating product availability, delivery dates and inventory levels.
- Maintain an ongoing knowledge of competitive product innovations, sales promotions, catalogues and advertising for personal sales effectiveness and corporate market intelligence.
- Keep up to date on new products or services offered by the company and give feedback to the corporate office on market receptivity, concerns or issues raised by the customers. Ensure that they are themselves fully trained and comfortable with the company's products.
- Attend industry trade shows as assigned, responsible for show follow-up, including a summary report to sales and marketing management, turning in orders, communicating problems for internal follow-up, getting leads and sending appropriate follow-up correspondence.

### ***Experiences, Knowledge, Skills and Abilities***

- Minimum 5 years of proven track record of accomplishment in a front-line Medical Imaging sales position.
- Experience in nuclear medicine is an asset.
- Sales experience in an international company in the medical imaging capital equipment field.
- Strong selling, negotiation and inter-personal skills.
- Pro-active, high performance and results oriented, capable of meeting commitments and targets.
- Strong communication and confidence in dealing with a diverse range of stakeholders.
- Mother tongue German and proficient English is required. Any additional languages are a plus.
- Expected starting date: January 2019.

### ***Applications***

Please submit job applications by email to [HR@spectrum-dynamics.com](mailto:HR@spectrum-dynamics.com)