



SPECTRUM DYNAMICS MEDICAL

Product Specialist & North/Eastern Europe Regional Sales Manager

Location: Anywhere in Europe

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 the dedicated cardiac market with its novel D-SPECT system, ahead of industry giants like GE, Siemens and Philips, the company has more recently focused its attention on the full body imaging market which is 16X larger than the dedicated cardiac market. Utilizing the tried-and-proven proprietary technology from its novel cardiac D-SPECT systems, and combining this with innovative new scanning methodology, Spectrum unveiled its industry-transforming multi-organ scanner systems - VERITON and VERITON-CT, in October 2017. Like the D-SPECT cardiac systems, 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

Reporting to the Regional Sales Director, EMEA, the incumbent will be in charge of:

- Responsible for all Spectrum NM product sales across UK, Nordic region and Eastern Europe
- Regional annual sales revenue goal attainment and margin management
- Management and performance analysis of the distributor network
- Region sales forecast management and pipeline analysis
- Product positioning and pricing strategies for existing and new products
- Provide product sales specialist support for the EMEA region (sales team)
- Transition Spectrum's product (D-Spect) target market from NM cardiology to the dept. of cardiology
- Organize educational symposiums
- Competitive tender response strategies
- Create/manage Key opinion leader relationships in EMEA
- Strategic business development and execution by country consistent with regional growth requirements
- Regional market analysis and new product introduction strategies
- Work cross functionally with the marketing, service and operations teams

Experiences, Knowledge, Skills and Abilities

- Strong experience and history of success in managing sales for countries in Northern and Central Europe for medical imaging capital equipment
- Knowledge and experience in medical imaging capital equipment; preferably molecular imaging
- Technical sales product presentation/customer site visit support to distributor teams
- Knowledge of government reimbursement methods, levels, and strategies for various procedure types

- Preparing and presenting tender offers
- Strong negotiation skills
- Delivers engaging, informative, and well-organized customer presentations
- Effective oral and written communication in French and English
- Key opinion leader relationship development and ongoing management
- Effective leadership, communication and management of cross functional teams
- Strong communication skills and confidence in dealing with a diverse range of stakeholders
- Knowledge of cardiology procedures and applications a plus
- Solid experience/familiarity with computer programs (Word, Excel and PowerPoint)
- Ability to multi-task and handle competing priorities
- Trustworthy reputation for fairness, dependability and adherence to high ethical standards with honesty and consistency in actions and words

Applications

Please submit job applications by email to HR@spectrum-dynamics.com