



MILabs is a young, fast growing and highly innovative player in the molecular and medical imaging industry. With their state-of-the-art technologies in SPECT, PET, CT and Optical imaging, MILabs competes with the largest biomedical devices suppliers in the world. MILabs is being recognized as a highly valued imaging technology provider for world leading universities, CRO's and pharmaceutical companies. MILabs is now looking for a

Sales Area Manager

In this ambitious and challenging role, you will be responsible for expansion of MILabs' market position and for sales of its complete preclinical and clinical imaging systems worldwide. You will identify and qualify leads and see to the successful closing of deals. The perfect candidate has an excellent understanding of medical imaging technology (specifically SPECT, PET and CT), a proven track record in consistently delivering on targets.

Tasks & Responsibilities

- Primarily responsible for the growth of sales and markets in your territory
- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets
- Prepare and follow up on quotations and tender documents
- Focus sales efforts by studying existing and potential volume of customers
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Maintain professional and technical knowledge by attending educational workshops/conferences, reviewing professional publications and establishing personal networks
- Managing and expanding the network of distributors and agents in Territory
- Gather and share information on technical developments and market trends
- Provide historical records by maintaining records on area and customer sales
- Contribute to team effort by accomplishing related results as needed.
- Identify and qualify leads and pro-actively follow up on these accounts to generate new sales
- Support distributors in closing deals and answering tender questions
- Direct Sales to Key Institutes

Background

- Excellent understanding of medical imaging technologies is required, knowledge of SPECT, PET and CT is strongly preferred
- Education in science combined with education in business
- Proven sales track record
- Minimum of 3 years of professional sales experience in medical capital equipment industry
- Strong negotiator with a continuous focus on results
- Excellent communication and organization skills
- Motivated, result oriented, entrepreneurial, self-starter
- Flexible in working times, well capable to adapt to changing conditions
- Excellent command of the English language
- Availability to frequent travel (up to 50%, on occasion in the weekend)

Remuneration

Competitive remuneration, including bonus and pension scheme.

For further information on MILabs please visit our website www.milabs.com. To apply send your resume and motivation letter to jobs@milabs.com.