



MILabs is a leading global player in biomedical imaging, located in Houten and Utrecht, the Netherlands. With its state-of-the-art imaging devices MILabs is a highly valued provider of PET, SPECT, Optical and X-Ray CT imaging technologies for world leading universities, hospitals, CRO's and pharmaceutical companies that use MILabs equipment to develop new diagnostic tools and treatments against e.g. infections, cancer, cardiac problems and neurodegenerative diseases. Our team of employees and collaborators includes leading innovators in biological and medical imaging. Our culture celebrates diversity and entrepreneurialism and prizes the unique contribution of each employee.

MILabs is now looking for an

Area Sales & Business Development Manager

In this ambitious and challenging role, based in Europe, you will be responsible for achieving sales growth, gaining market share and meeting targets in an assigned area (selected European, Asian and Middle East countries). Responsible for Direct sales to MILabs end-users and Indirect to the network of Resellers. The perfect candidate is a self-motivated team player, has an excellent understanding of medical imaging technology (preferably SPECT, PET Optical and CT) and a proven track record in consistently delivering on targets.

Tasks & Responsibilities

- Increase sales volumes, achieve, and possibly overachieve the sales targets within territory and in respect of MILabs' strategy.
- Sell the company's products and/or services directly to end-users and via distributors and agents.
- Identify and develop new accounts and/or expand existing accounts for all of MILabs' products.
- Occasionally represent the organization at trade exhibitions, events and demonstrations.
- Create detailed proposal documents, often as part of a formal bidding/tender process that is largely dictated by the prospective customer.
- Close sales opportunities and continuously keeping MILabs' CRM database up to date for the territory.

Background

- Excellent knowledge of imaging technology
- Bachelor's or Ph.D. degree required in business and/or technical field or equivalent.
- Minimum of 3 years of professional global sales experience in biomedical capital equipment industry preferable in imaging
- Strong negotiator with a continuous focus on results.
- Excellent interpersonal, communication and written skills.
- Able to work under pressure, to prioritize multiple tasks and not afraid of beating deadlines whilst maintaining strong attention to details.
- Result oriented, entrepreneurial, self-starter, resourceful, hard-working and dependable.
- Flexible in working times, well capable to adapt to changing conditions.
- Excellent command of the English language.
- Availability to frequent travel.

Job location:

Any major European Country with good travel links to MILabs Headquarters (Houten, the Netherlands). Works mostly from virtual office but regular visits to Houten will be required.

Remuneration

Good remuneration and appropriate working facilities in a dynamic high-tech environment. MILabs supplies unique products that can make a strong difference.

For further information on MILabs please visit www.milabs.com.

Are you interested in this position? Please send your **resume and motivation letter** to jobs@milabs.com.