

AREA SALES MANAGER Switzerland

Telemis is a fast-growing company in the medical equipment sector, specialising in PACS / MACS (Picture / Multimedia Archiving & Communication Systems), digital pathology, and business intelligence solutions for health care. Telemis is looking for an Area Sales Manager for its Swiss subsidiary.

YOUR ROLE

Reporting to the General Management, you will be responsible for growing the marketing of medical imaging management solutions (PACS, MACS, Digital Pathology) and hospital cockpit solutions to customers (university teaching hospitals, general hospitals, clinics, medical practices, etc.).

You reach your goals by analysing your market and managing your activity.

You achieve these sales with support from the technical teams for your pre-sale actions.

You keep track of the decision-makers and take action to close the sale over long cycles involving various technical, commercial, legal, and administrative steps.

PROFILE

- You have experience of selling high-tech products and/or software solutions over a long cycle, preferably in the medical sector.
- You focus on quality in your work.
- Excellent communication skills.
- Your people skills allow you to keep track of several contacts and understand their needs.
- You know how to rally the technical teams around a project to support you in your sales action.
- You take pride in representing your company whilst maintaining your focus on the objectives that have been set for you.

REGION

Switzerland

LANGUAGES

French and English. German would be a significant asset.

If you want to join an enthusiastic team and work in a field that involves cutting-edge technology, with considerable career prospects, send your CV right away to:

jobs@telemis.com