

SALES MANAGER MEDICAL DEVICES

Full-time

- » Future-oriented medical field
- » Independent work environment
- » Innovative medical products and projects
- » Your chance to leave your footprint
- » Diverse work environment and open-minded corporate culture

About PIUR

PIUR IMAGING is an innovative AI-company that re-invents the third dimension of ultrasound. From our offices in Vienna and Munich, we turn standard ultrasound systems into 3D tomographic imaging devices, bridging the gap between 2D ultrasound and regular tomographic 3D imaging modalities. Together, we want to revolutionize the medical imaging market and provide patients better access to safe and affordable imaging diagnostics.

Responsibilities

- » Execute our sales strategies to meet and exceed commercial goals
- » Create a top-performance commercial environment to efficiently achieve high-quality results, identify sales prospects, fill the sales pipeline with sales opportunities and close deals
- » Prepare prospective customers for product demonstrations and trainings by our application team (in person and online)
- » Drive progress on all sales stages while documenting results in the CRM program
- » Analyze activities to appropriately execute and support resource investments in high sales potential projects, stop unpromising projects and reallocate resources when necessary
- » Set a good example: take responsibility for projects, personally involve in tough negotiations, and support team members in sustaining and growing the business
- » Reliable, well-informed point of contact for existing and future clients
- » Close collaboration with research & development, product management and marketing
- » Contribute to substantial content for marketing activities (e.g. case studies, white papers, webinars)

Your Role

As a Sales Manager located in Germany, you are responsible for our sales targets in the German (DACH) market. You are assuring the sales growth of PIUR IMAGING by implementing the sales strategy for our innovative tomographic ultrasound solutions. Your main tasks are identifying new sales opportunities, driving existing projects through a structured sales process, and closing deals to achieve our sales goals. While located in Germany, your role includes travelling for customer meetings, conferences, presentations, and workshops mainly in the German speaking countries.

Skills & Qualifications

- » Excellent German & English skills
- » At least three years of international sales experience in med. tech. healthcare
- » Experienced salesperson with a successful track record in sales and a focus on driving results and closing deals
- » Independent and proactive work attitude
- » Open-minded and strong team player
- » Enjoy working in an innovative field & staying on track with techn. developments and applications
- » Willingness to travel for workshops, conferences, roadshows etc
- » Beneficial: Background in ultrasound

Apply now: hr@piurimaging.com