



You can't get ahead  
if you never change lanes

## Area Sales Manager European Core Markets (m/f/d)

Medtech · South Germany · Reference No. 18390

### About us

HealthCorp Partners is an international executive search and business consulting firm exclusively dedicated to the pharmaceutical, biotechnology and medical device industry as well as to CROs and hospitals.

We specialize in staffing solutions and management consulting for small, mid and large sized companies and institutions.

### Contact us

We are looking forward to your application.

#### **HealthCorp Partners GmbH**

Ludwigstrasse 8 · Ludwigpalais

D-80539 München

[www.healthcorppartners.com](http://www.healthcorppartners.com)

#### **Klaus Leonhardt**

Senior Research Consultant

Tel. +49 89 8906340-25

Fax +49 89 8906340-20

[klaus.leonhardt@healthcorppartners.com](mailto:klaus.leonhardt@healthcorppartners.com)

### The Company

Our client is an innovative and international fast growing group within the Medical Products industry.

### Essential Duties & Responsibilities

- Owner of commercial affairs in core markets, Tier 2 and other markets for the Urology segment
- Responsible for implementing the defined core market strategy and annual business and marketing plan development and execution
- Distributor management and first regional customer contact
- First line local product support, trainings and live cases in clinics
- Business development for Urology products in selected markets
- Provide regular sales and volume forecasts for budgets and S&OP processes
- Support negotiations and agreements on pricing and contracts
- Trend scouting for innovative and competitive products and solutions launched in the region
- Providing support for regional trade shows and conferences
- Supporting regional regulatory affairs matters
- Building relevant network and liaises with relevant KOL's

### Candidate Profile

#### Education and Experience

- University degree in economics or equivalent commercial education
- First international direct and indirect sales experience
- Solid Med Tech background, ideally within Urology
- Very good understanding of B2B Marketing



#### Functional / Specific Competencies

- Strong customer orientation and relationship building
- Excellent ability to handle multiple tasks in a fast-paced and constantly changing environment
- Independent and strong result-oriented working style
- Excellent interpersonal and communication skills
- Good analytical skills and a strategic, process-related, structured way of thinking
- Assertiveness and power of endurance

## Contact us

We are looking forward to your application.

### **HealthCorp Partners GmbH**

Ludwigstrasse 8 · Ludwigpalais

D-80539 München

[www.healthcorppartners.com](http://www.healthcorppartners.com)

### **Klaus Leonhardt**

Senior Research Consultant

Tel. +49 89 8906340-25

Fax +49 89 8906340-20

[klaus.leonhardt@healthcorppartners.com](mailto:klaus.leonhardt@healthcorppartners.com)