



Sales Manager South America

Location: Colombia or Chile

COMPANY OVERVIEW

BVI® is a global ophthalmic medical device manufacturer with a mission to deliver high quality solutions and innovation for advancing eye surgery and improving the vision of patients. With nine decades of developing leading products and solutions, BVI partners with ophthalmic surgeons to improve the vision of millions of patients across the globe. Our team supports surgical teams, in more than 115 countries worldwide, either directly or through our network of trusted distributors. Our trusted brands include: Beaver® (Knives and Blades), Visitec® (Cannulas), Malosa® (Single-Use Instruments), Vitreq® (Vitreoretinal Surgical Products) and PhysIOL® (Premium Intraocular Lenses).

PURPOSE

The Sales Manager South America is responsible for sales of all BVI Business Units within South America (mainly Colombia, Venezuela, Peru, Chile, Bolivia, Paraguay, Argentina & Uruguay).

He/she will maintain commercial contacts and follow-ups with the distributors and prospects within the countries as well as provide the distributors with the necessary support for their sales activities in order to retain and expand the client portfolio.



RESPONSIBILITIES

- Promotion of the products, services and image of BVI.
- The analysis of the markets to enter or where the BVI's market shares must be increased according to BVI priorities. Rigorous and validated data collection.
- Assisting the Group in the selection of the distributors according to the market's analysis and the company's priorities. Rigorous and validated data collection.
- Assisting BVI in the acquisition of new distributors and in the negotiation of the distributorship contracts conditions (exclusive or non-exclusive).
- Assisting the BVI in setting an optimized price policy adapted to the markets specifications.
- Communicating to the customers the company's strategy in terms of commercial agreements, products range in close collaboration with the marketing department.
- Internal organization of the customers' and prospects' follow-up in collaboration with the forecast and customer service department.
- Active support to and facilitation of the regulatory processes within the concerned territories: contacts with the competent authorities, check and follow-up of the different steps in close collaboration with the BVI and the Distributors.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Teamplayer
- Efficient communication skills
- Strong analytical skills
- Organization and time-management skills
- Results oriented
- Honest
- Rigorous



MINIMUM REQUIRED EDUCATION AND EXPERIENCE

- Being a Latin America resident
- Education / training: Master / Bachelor's degree (commercial / technico-scientific / optometry)
- Languages: Fluency in Spanish - English
- Significant experience in Ophthalmology (min 5 years): Sales and Export.
- Expertise in the intraocular lenses (IOLs), phaco equipment and single use medical devices is a must.
- Travelling at least 50% of the time

Interested? Submit a cover letter and C.V.
to TalentAcquisition@bvimedical.com



BVI is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.

The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Important notice to Employment businesses/ Agencies

BVI does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact BVI's human resources department to obtain prior written authorization before referring any candidates to BVI. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and BVI. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of BVI. BVI shall therefore not be liable for any fees arising from such actions or any fees arising from any referrals by employment businesses/agencies in respect of the vacancies posted on this site.