



Territory Sales Manager Anterior Business

Location: Bavaria Germany

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

Reporting to the Regional Sales Manager in Germany, the individual will be responsible for the sales of the BVI product portfolio for the Anterior Business in its area of responsibility. This position will be required to travel in and outside of Germany.

RESPONSIBILITIES

Commercial:

- Input to area sales plan on assigned BVI product range
- Achieve forecasted and budgeted results by selling and marketing of BVI products in surgical theatres
- Negotiate best possible agreement within own field of responsibility / Involve next hierarchy where needed
- Understand market and market development, share knowledge with Sales Team Management and colleagues and react within the local focus to improve results

Customer:

- Create the need for our products
- Providing the benefit: Understanding of customers expectation and needs
- Handling of customers at risk to recommenders
- Work closely with all BVI stakeholder (Back Office, CS, Marketing, Product Management)
- Organize local events to increase the visibility of BVI and its products
- Represent BVI on events and congresses



Administration:

- Control of Consignment stocks / frequent turn of stock
- Smart investment of budget resources
- Reporting to Management
- Documentation to CRM Tool
- Organize own schedule effectively
- Provide CS with accurate data and enable close cooperation
- Suggest and introduce measures to improve results

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Commercial or scientific background of a minimum of 2 years
- Ambition, experience and success in selling surgical products (including IOL) to surgeons and decision makers in clinics and hospitals
- Act with passion to convince customers of the brand name and high quality of your products
- Have charisma and an already existing capacity of good business relationships to customers, show durability and knowledge of communication when arguing about your products in order to conclude business relationships
- Have capability of autonomy and present reports within a qualitative way
- Very well organized and focused, looking for most effective approach
- Show a good knowledge of PC tools such as Excel, Word, PowerPoint, etc.
- Fluency in English is highly desirable

MINIMUM REQUIRED EDUCATION AND EXPERIENCE

- Commercial or scientific background of a minimum of 2 years
- Experience in the field of ophthalmology or optics of a minimum of 2 years

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

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