



## **Sales Representative, Spine** **Northern and Western Germany**

June 1, 2018

### **Join us**

SAFE ORTHOPAEDICS is a French pioneer company, quoted at Euronext, specialized in the conception and sale of spine medical devices. SAFE ORTHOPAEDICS differentiates itself from competitors with its single use instrumentation technology, easing the minimal invasive surgery and securing spine emergency surgeries.

SAFE ORTHOPAEDICS technologies are sold worldwide, via a direct sales force in France and Germany and via a dynamic distribution network in other countries.

Working on a significant growth, the company is reinforcing its commercial team in Germany and is looking for a **Sales Representative Spine, for Western Germany.**

Wishing to bring your dynamism and your support to a pioneer company and participate to its growth? Join us!

### **Your missions**

You will be reporting to the National Sales Manager for Germany, and will be the privileged contact for the decision-makers within hospitals regarding the sale of spine implants on your territory. Your main responsibilities will be the following:

- Development of the sales on your territory (opening of new accounts, development and retention of existing customers).
- Demonstration of advantages and characteristics of products and of their use to surgeons and hospital personnel, in conducting training actions and assistance at the operating room.
- Commercial negotiation and management of contracts/tenders in order to get the products registered in the hospitals, until finalization of the contracts.
- Definition of the sales forecast on the territory along with the Management.
- Follow up of the right orders' execution
- Participation to team meetings and to sales activity reports
- Participation and/or organization of regional and national congresses, technical staff meetings, workshops, alone or with the support of the company's specialists.
- Realization of a qualitative reporting
- Transmission of all customers' and users' observations and complaints, and participation to investigations.

## **What we are looking for**

- You have a 3 year minimum experience in sales of spine medical devices
- You have a successful experience at customers' retention and opening of new accounts, as well as significant market share rise and turnover on the territory
- You have an experience in the launching of products and new range of products
- Sales diploma or medical training
- You demonstrate interest for innovative products
- You are both autonomous and team spirit oriented
- You are customer service oriented and show convincing ability

## **Additional information**

- Location: Northern and Western Germany
- Availability: as soon as possible
- Compensation: attractive salary and bonus on sales.

Please send your application to Thomas Franzke, National Sales Manager at [t.franzke@safeorthopaedics.com](mailto:t.franzke@safeorthopaedics.com).

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