

To Fight Against Cancer We Need Your Talent

IBA Dosimetry as part of the Belgian IBA Group is globally highly successful in the field of medical devices for cancer treatment. Beside our headquarter factory in Germany we have offices in the U.S. and China. Our excellent reputation in the medical market is based on innovative products, a very strong customer focus and in particular a leading high quality standard.

Time for the next step in your career?

We want to further strengthen our **Sales Team EMEA**. Therefore we are seeking:

Sales Manager - France

You ensure the sales of an assigned area and are responsible for a continuously increasing revenue by developing and building relationships with existing and new customers and distributors. Your home will be your office and your working place will be with the customers.

Your main responsibilities:

- Achieve assigned sales and margin targets within designated portfolio of existing or new clients within given territory.
- Negotiate distributor and sales contracts in accordance with pricing strategy and business ethics
- Direct sales activities within France
- Organize sales and promotion meetings
- Building relationships and develop full product line knowledge
- Visit hospitals/RT departments to generate sales
- Manage /Maintain existing accounts and penetrate new ones to ensure business generated is pulled through

Your profile:

- Technical Education (Bachelor) or similar
- A passion for state of the art technologies in the Radiation Therapy and / or Radiological market
- Experience in sales, service or other customer oriented areas
- Clinical or industrial experience in the fields of Medical Device Sales, Oncology.
- Excellent communication and interpersonal skills
- Ability to manage key accounts and distributors national and international
- You have strong written and oral communication skills, both in French and English

IBA offers you a flexible work environment and a competitive compensation package. You have real possibilities to evolve within the organization and to create your own career path, supported by training programs to acquire new skills and ensure they stay sharp. If you see the challenge and excitement to be part of a dynamic international team, please send us your meaningful application.

To enable a better comparison and fairness please apply exclusively online stating your salary expectations and possible starting date. For any further questions please feel free to contact Regina Soremba-Böckes at +49 9128 - 607 872 or directly via XING or LinkedIn.

What if YOU could help saving lives, with YOUR daily work?