

AREA SALES MANAGER BELGIUM (FR / NL / EN)

JOB DESCRIPTION

- You are responsible for maintaining and increasing sales of Telemis products, medical imaging management solutions (PACS, MACS, Digital Pathology) and hospital cockpit solutions.
- You are building customer intimacy with existing customers (university hospitals, hospitals, clinics, imaging cabinets).
- You are responsible to drive growth within your region by hunting for new opportunities on all Telemis product lines.
- You are working under the direct supervision of the General Manager of Telemis at the headquarters in Louvain-la-Neuve.
- Your region is Belgium and Luxembourg
- You reach your goals by analysing your market and managing your activity.
- You achieve these sales with support from the Belgian technical teams.
- You keep track of the decision-makers and take action to close the sales involving various technical, commercial, legal, and administrative steps.

JOB REQUIREMENTS

- You have 3 to 5 years' experience in selling high-tech products and/or software solutions (long cycle sales is a plus).
- Excellent communication skills and ability to build long-term customer relationships
- Your people skills allow you to keep efficiently track of your customers and understand their needs.
- You know how to rally the technical teams around a project to support you in your sales action.
- You demonstrate autonomy and take initiatives whilst maintaining your focus on your objectives.
- You speak French and Dutch. Speaking English is a plus..

Interested in this new challenge?

Contact us directly by sending your CV to

jobs@telemis.com

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