

# AREA SALES MANAGER (North Germany)

## 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 Germany and are in close contact with Telemis headquarters in Louvain-la-Neuve (Belgium).
- Your region is North Germany (Berlin, Hamburg, Hanover, Dortmund).
- You reach your goals by analysing your market and managing your activity.
- You achieve these sales with support from the German and Belgian technical teams.
- You keep track of the decision-makers and take action to close the sales (long cycle type) involving various technical, commercial, legal, and administrative steps.

## JOB REQUIREMENTS

- You have experience in selling high-tech products and/or software solutions (long cycle sales).
- 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 German and English.

### Interested in this new challenge?

Contact us directly by sending your CV to

[jobs@telemis.com](mailto:jobs@telemis.com)

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