

## **1/ Country Manager Germany**

**Telemis is a fast growing healthcare IT company specialized in PACS/MACS (Picture/Multimedia Archiving & Communication System), Digital Pathology and Healthcare Business Intelligence solutions. Telemis is looking for a Country Manager for its German subsidiary.**

### **Your role as Country Manager**

As Country Manager, your role will be a mix of General Management and Sales Management.

For the General Management part, you will be responsible for driving the business in order to make sure the company keeps its profitability and its dedication to our customers.

Your tasks will include:

- Follow up of financial and accounting matters (cash flow management, review & follow up of monthly and quarterly reportings to the Management, procurement)
- Participation and presentation of the Telemis Germany activity during the quarterly funnels (international meetings)
- Employees reviews (annual evaluations)
- Assessment of trainings needs and training follow-up
- Follow-up of HR-related matters with the help of the group's HR Business Partner

For the Sales Management part, you will be responsible for the growth of the German subsidiary. You will build and drive the sales team while setting up the strategy to achieve your goals.

Besides, your tasks will also include:

- Visit clients on site, develop the business and grow the sales team
- The definition of commercial targets/objectives with the sales team and the Telemis board
- The definition of action plans with the sales team in order to achieve the set targets
- Follow-up of the on-site commercial activities with the sales team, prospects/client meetings
- Follow-up of sales reportings
- Tender follow-up public & private medical sites
- Active participation to client demos & meetings for tenders
- Contribution to the steering committee of different medical sites, depending on the sales team's needs
- Participation to national & international congresses to promote the Telemis solution
- Organization of sales and partners meetings

Our German offices are in Willich, and for this position, you must be willing to travel within Germany as well as internationally (mainly Belgium).

### **Your profile**

- o You have at least a first experience as Sales Director, preferably in the healthcare sector

### **Our offer**

You will join a dynamic and motivated team, which is part of a human-sized multinational company. Next to a competitive salary, Telemis offers real career opportunities.