

AREA SALES MANAGER (Italy)

JOB DESCRIPTION

- Reporting directly to the Senior Vice President Sales & Marketing of Telemis, you develop the sales of imaging management solutions (PACS, MACS, Digital Pathology) and hospital cockpit solutions, to clients (university hospitals, hospitals, clinics, imaging cabinets).
- Region: Northern Italy
- You reach your goals by analysing your market and managing your activity.
- You achieve these sales with support from the technical teams for your pre-sale actions.
- 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
- 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 are ideally living in the Turin region
- Italian and English

Interested in this new challenge?

Contact us directly by sending your CV to

jobs@telemis.com

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