

Job opening

For our team in Europe, we are currently looking for

European Sales Manager (m/f/d)

Industry: Medical Devices

Location: Munich (or field-based anywhere in Europe, close to an international airport)

Employment: Full-time position

Qualifications: 3+ years of capital equipment sales experience; academic degree in Biology, Medicine, Business or related field

Your role

As European Sales Manager, you will be responsible for generating and converting revenue opportunities. Key activities include: identifying prospects, converting opportunities to sales, building customer relationships, demonstrating the unique value of iThera Medical's imaging technologies, managing our European distributor network, and managing value creation from existing customers.

Specific responsibilities include:

- Achieving sales objectives in Europe, both for direct and indirect sales
- Generating leads through industry and market research conducted on your own
- Following up with leads, identify funding mechanisms, supporting grant submissions
- Organizing on- and offsite pre-sales presentations and product demonstrations
- Managing and growing existing customer accounts
- Participating and exhibiting at scientific / medical conferences and trade shows
- Reporting progress in CRM and regular sales calls / meetings

The European Sales Manager will report directly to the CEO. He / She will also work closely with other iThera Medical employees, particularly regarding preclinical and clinical applications, as well as with medical, academic and industry collaborators.

Your qualifications / profile

The qualified candidate should have a strong background in Sales, excellent analytical skills, as well as a strong experience and knowledge in the following areas:

- Academic degree in Biology, Medicine, Business or related field
- 3+ years of capital equipment sales experience in life sciences, preclinical, or clinical markets
- Track record in building relationships with academic accounts, pharma & hospitals
- Track record of success in sales; hunter mentality; strong closer

- Working knowledge of and general proficiency in commonly used office software (Word, PowerPoint, Excel) and CRM software (Salesforce)
- Aptitude and interest in a start-up environment, selling disruptive technology

Your skills / abilities

- Excellent communication (both verbal and written), interpersonal and negotiation skills
- Excellent presentation skills
- Self-motivated, achievement-driven and customer-focused
- Ability to work independently as well as in a team environment
- Willingness to travel as required, approximately 50% of the time

In addition to the “hard skills” listed above, we require a passion for exploring new ground, starting new business and working closely in a team.

We offer

- Breakthrough technology in the growth market of medical devices
- Substantial individual responsibility and the opportunity to realize own ideas
- A young, dynamic and diverse team to work with

About iThera Medical

iThera Medical offers the next generation in photonic molecular imaging technology. The company was founded in 2010, as a spin-off from the Helmholtz Center Munich. Together, we pursue the further development of proprietary optoacoustic imaging technology for use in preclinical and clinical applications. Our international customers include the most prestigious research centers, academic hospitals and pharmaceutical companies. Please visit our website for more information (www.ithera-medical.com).

Do you want to take on responsibility and help us shape a leading-edge technology in a dynamic environment? Then we are looking forward to hearing back from you (email: careers@ithera-medical.com)!

If you have any questions, please contact us:

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www.ithera-medical.com