

To strengthen our team as soon as possible, we are seeking an



International Sales Area Manager

Asia-Pacific (APAC)

MEDTRON AG is a global company in the field of medical technology which has been operating on the market successfully for more than 30 years. Several thousand doctors, hospitals and clinical research laboratories worldwide rely on the contrast media injectors from MEDTRON that are made in Germany.

Your tasks:

- > In this challenging position, you will act as a professional contact partner to our distribution partners in the APAC region, and be responsible for completing all the sales activities in this area appropriately and according to the time schedules
- > Overseeing and supporting existing regional distribution partners and securing new distribution partners
- > Preparing and completing product training programmes
- > Independently monitoring and securing the turnover and sales targets of the region
- > Monitoring the market and competition, and analysing and recording market trends
- > Supporting regional marketing activities and representing MEDTRON AG at regional and international trade fairs/conferences
- > Interdisciplinary collaboration with internal interfaces in our company

Your skills and experience:

- > A university degree and several years of work experience in the area of international sales for sophisticated medical devices; sector knowledge desirable
- > You are based in the APAC region
- > You are aware of the distinguishing features of the Asia-Pacific market for medical technology and the local customer requirements
- > You are willing to travel
- > Very good knowledge of English, German desirable, other languages an advantage
- > Several years of experience in developing local business relationships
- > Confident user of MS Office
- > Your profile is rounded off with your ability to work independently of supervision, your ability to get things done, your customer orientation, your aptitude for teamwork, as well as your reliability and self-initiative

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What we offer:

We offer you a permanent employment contract with attractive benefits, including a vacation allowance and Christmas bonus, an excellent working atmosphere and task-appropriate remuneration.

If your profile matches the outlined tasks and you would like to take on the challenge in an international and heavily expanding company, we look forward to receiving your application with photograph, your salary requirements and your earliest possible availability. Please send this to our HR department by email. Please do not hesitate to contact our team if you require any further advance information.

Please send your application to: MEDTRON AG | jobs@medtron.com | Tel.: +49 (0) 681-97017-0