



February 2019

Sales manager - China

Job Description

You develop and grow sales within assigned territory, mainly focusing on healthcare IT, business partners (B2B) and local distributors.

Part of Sales China team, you participate in channel management, developing existing distributing partnerships, identify and setup new ones. You coordinate with local Application and Operations team to ensure proper project delivery. Your success metrics are turnover and order intake.

Based in provincial capital city, with frequent business trips, you actively participate in sales and distributor management:

- Identify, contact and prospect new potential partners and distributors
- Pitch value proposition and support in demos
- Prepare quotations, follow-up on leads and prospects
- Quickly set up a network of distributors and partners
- Provide training support to partners
- Setup market promotional plans

Key competencies

- Good level of English (written and conversational)
- Very good market knowledge of medical imaging and/or healthcare IT (PACS, RIS, modalities, advanced visualization...): understanding of market needs, products and competition
- Good network of dealers, industrial players and hospitals
- Very good interpersonal and communication skills: capable of handling customers and distributors
- Result driven: capable of managing a complex deal from initiation to closing
- Proficiency in Microsoft office tools (Word, Excel, PowerPoint)
- Experience in CRM use (SalesForce) is a plus

Profile

- More than 5 years' experience in the medical device industry and in sales positions
- Familiar with medical device channel management and software medical imaging solutions
- Bachelor degree or above

Contact

Please send applications to wenjian.du@intrasense.fr.