

Sales Manager

Company:

Movendo Technology (www.movendo.technology) is an innovative medical company focused on the design and production of cutting-edge robotic technologies for physical rehabilitation. Movendo leverage the technology developed inside the Italian Institute of Technology (www.iit.it), a research center leader in robotics, neuroscience, nanotechnology, renewable energies, graphene, and computation, to create medical devices built around clinical experience. Movendo Technology has been capitalized by Sergio Dompé president of Sergio Dompé Pharmaceutical, a leading Bio-Pharmaceutical company.

Sales Manager Position:

We are searching for a TOP performing, B2B sales professional, with at least 2-5 years of high performance. This is a great opportunity to make the move into a highly dynamic and innovative robotic medical device player. You would need to have previous experience and a proved existing network in Orthopedics, Neurology, Geriatrics or Physical Therapy in the DACH area.

Duties include but are not limited to:

- identify sales prospects and contact in the DACH area.
- arranging appointments with key opinion leaders, doctors, physical therapists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling;
- making presentations to doctors, practice staff and nurses in hospitals, doctors and physical therapists in the retail sector. Presentations may take place in medical settings during the day, or may be conducted in the evenings at a local hotel or conference venue;
- organizing conferences for doctors and other medical staff;
- building and maintaining positive working relationships with medical staff and supporting administrative staff;
- managing budgets (for catering, outside speakers, conferences, hospitality, etc.);
- keeping detailed records of all contacts using CRM platforms;
- reaching (and if possible exceeding) annual sales targets;
- planning work schedules and weekly and monthly timetables. This may involve working with the area sales team or discussing future targets with the area sales manager. Generally, medical sales representatives have their own regional area of responsibility and plan how and when to target health professions;

- regularly attending company meetings, technical data presentations and briefings;
- keeping up to date with the latest clinical data supplied by the company, and interpreting, presenting and discussing this data with health professionals during presentations;
- monitoring competitor activity and competitors' products;

Application procedure:

Interested applicants should submit in electronic form their CV outlining experience and qualifications, and a statement of interests and plans to career@movendo.technology, stating "SALES MANAGER POSITION" in the subject of the e-mail.

In order to comply with the Italian law (art. 23 of Privacy Law of the Italian Legislative Decree n. 196/03), we have to kindly ask the candidate to give his/her consent to allow Movendo Technology to process his/her personal data. We inform you that the information you provide will be used solely for the purpose of assessing your professional profile to meet the requirements of Movendo Technology. Your data will be processed by Movendo Technology, with headquarters in Genoa, Via Morego 30, acting as the Data Holder, using computer and paper based means, observing the rules on protection of personal data, including those relating to the security of data. Please also note that, pursuant to art.7 of Legislative Decree 196/2003, you may exercise your rights at any time as a party concerned by contacting the Data Manager. Movendo Technology is an Equal Opportunity Employer that actively seeks diversity in the workforce.

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