

## CAREERS IN SOFMEDICA

### *Your Work can Save the Life of a Patient!*

Our team is growing we are looking for a **highly motivated person** to join our Sales team. The role involves **sales and marketing of medical devices** to hospitals and clinics reporting directly to the Surgical Business Group Manager.

Is one of your goals to help others and change people's lives for the better? Do you like **Challenges, Action** and **Enjoy the results of a job well done**? Are you a **team player**?

If the answer to **ALL** of the above questions is **YES**, then you are the colleague we expect to join our team. Send us your CV or apply for one of the open positions!

### Clinical Sales Specialist Critical Care, Romania

#### The Candidate requirements

- At least 2 years experience in selling medical devices to hospitals in the territory/region, clinical training and support to healthcare professionals (Hemodynamic Monitoring, Continuous Renal Replacement Therapy, Intraoperative Blood Flow Measurements etc.);
- Excellent communication and interpersonal skills;
- Serious, responsible well organized person, with rigorous working style and attention to details;
- Availability to travel;
- Proficiency in English language;
- Clean B driver's license.

#### The Responsibilities

- Coordinates and performs product evaluations of existing and in-development products;
- Reasoning Ability: Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables;
- Monitors the inventory for specific instruments and assures that all necessary instruments are in place for interventions;
- Responsible for preparing and delivering product presentations to potential users and decision makers;
- Responsible for the implementation and monitoring of specific marketing actions;
- Develops sales objectives and customer targeting plans for strategic products within the assigned geographic region.
- Submits monthly reports that identify all opportunities being pursued in the geographic region of responsibility. The report will be broken down by account and product;
- Works with Product Management to develop quality education/in-service materials;
- Maintains accurate records of sales to pending accounts, surgeons, and other key people;
- Participates in trade shows and convention activities as required.

#### The Terms

This is a full time position. SofMedica Group is an equal opportunity employer committed to workforce diversity

#### The Offer

- Opportunity to work in one of the most innovative healthcare company in South-Eastern Europe, with high standards in our work environment and ethics;
- Opportunity to work in a dynamic and fast-evolving market;
- Opportunities for training and professional development;
- Our Company is offering a competitive compensation and benefits package.

