



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational manufacturer of medical devices, we are looking for a

Sales Application Specialist, Amsterdam (1051) Medical devices, diagnostics, fluency in English

Company information

Our customer is a worldwide manufacturer of medical devices and services, with the European HQ in Amsterdam and the global HQ in Japan.

Job description

Our customer is looking for a Sales Application Specialist who can help building a new commercial team based in the Netherlands. This position will plan and execute strategies to market and sell lab, POCT and diabetes care products into new and established hospitals, labs and related markets.

- Promoting and selling our customers' products to achieve assigned sales targets within the Netherlands by increasing brand awareness
- Identifying and establishing strong relationships with prospect customers and organizing appointments and meetings
- Identifying and developing KOL's (Key Opinion Leaders)
- Demonstrating the products, preparing proposals, negotiating contracts and undertaking research to meet both the scientific and business needs of customers
- Address customer questions and concerns to avoid and resolve conflicts, improve customer satisfaction and capture new opportunities
- Attending and organizing trade exhibitions, conferences and meetings
- Preparing technical reports to participate in tenders or offers

Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- At least Bachelor's degree or above in the field of Life Sciences or similar
- 3+ years direct selling experience selling to clinical diagnostics market with capital equipment experience (experience selling hemoglobin A1C and urinalysis analyzers preferred)
- Previous experience with Point of Care (POC) would be an advantage
- Strong contacts within the hospital and reference laboratory markets
- English business level speaker.
- Able to travel with access to a major airport

Are you looking for this broad and challenging role? Please send your CV to Gert-Jan van der Lei (application@nipponrecruitment.com) or call +31 6 21257183.