



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 Director, Brussels Pioneer, medical devices

Company information

Our customer is a worldwide manufacturer of medical devices and services, with the European HQ in the Netherlands and the global HQ in Japan. With over 60 years in business, their products are now being used worldwide and still growing, especially in the European region. They are currently working on establishing a new sales office that will directly sell products in order to further expand sales in the Benelux market.

Job description

The Sales Director is responsible for all aspects of the sales office in Benelux including but not limited to Sales, Marketing, Regulatory and Quality, Service and Support, and any other functions to run the business successfully. As head of the sales office you will take full responsibility for business results and act to achieve overall corporate objectives.

- Overseeing the overall operations of the sales office and take full responsibility for the sales budget
- Representing strategic initiatives and coordinate organizational objectives and strategy with the Japan HQ and all affiliates.
- Providing management oversight of the sales office functions:
 - o Sales and Marketing
 - o Scientific and Application
 - o Service and Customer Support
 - o Quality and Regulatory Assurance
 - o Logistics and other Administration duties
- Providing leadership to the Sales and Marketing strategy
- Overseeing development of effective marketing of products
- Preparing the annual budget, managing the ongoing monthly expenses and capital projects within the approved budgets and providing assistance to the Finance and Accounting functions of the Japan HQ in support of financial analyses and projects
- Travelling to various locations to provide marketing and sales support, not only to customers/users but also at exhibitions, seminars, conferences etc



Job requirements

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

- Experienced in sales, marketing and business management, preferably in the in vitro diagnostics or medical device industry
- Strong corporate finance knowledge including balance sheet, cash flows and P&L
- Strong presentation and senior-management level communication skills
- University degree in a relevant discipline
- Fluency in Flemish/Dutch, French and English
- Adoptive for different cultures and new working environment
- Team-oriented. With a consultative approach
- Working experience with quality management systems

Are you looking for this broad and challenging role? Please send your CV to Ikuko Nakaishi (application@nipponrecruitment.com) or call +32 4 8467 8170.