



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 Representative, Brussels Life Sciences, 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 Representative will plan and execute strategies to market and sell lab, POCT, and diabetes care products into new and established hospitals and related markets.

- Promote and sell our customers' products to achieve assigned sales targets within the Benelux by increasing brand awareness and providing general support such as answering inquiries and providing professional advice
- Identify and establish a strong relationship with prospect customers and organize appointments and meetings
- Effectively demonstrate and present our customers' products, prepare proposals, negotiate contracts and undertake relevant research to meet both the scientific and business needs of customers. Follow-up and coordinate all field activities during the pre- and post-sales process by working cooperatively with the Customer Solutions team and other internal members
- Address customer questions and concerns, and avoid and resolve conflicts, improve customer satisfaction and capture new opportunities
- Attend and organize trade exhibitions, conferences and meetings
- Provide necessary technical reports in order to participate in tenders or offers
- Prepare technical reports to participate in tenders or offers
- Inform the management with market trends and competitive field activity information enabling the company to support territory strategies/tactics and react quickly to competitive actions



Job requirements

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

- Bachelor degree or above in the field of Life Sciences or related discipline
- Experience in selling to clinical diagnostics market with capital equipment experience (experience selling hemoglobin A1C and urinalysis analyzers preferred)
- Strong contacts within the hospital and reference laboratory markets
- English business level speaker.
- Able to travel with access to a major airport. This position will routinely require extensive or overnight travel on short notice within or sometimes beyond defined territory or routine business hours to support customer needs

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.