

sentec.



Sentec is a Swiss medical device company headquartered in the Basel area. We develop, manufacture and market products for noninvasive patient monitoring.

Learn more about us – watch our company video:
<https://youtu.be/oMSD9QspHbE>



We are looking for a

Regional Sales Manager – Poland, North Region or South Region (f/m)

Key tasks

- Meet agreed annual regional sales targets
- Build a loyal network of key customers and reference centers
- Create early adopters (new technology)
- Manage direct end user sales (targets, pricing, marketing plans)
- Initiate & manage local product trainings for customers
- Perform high impact product launches
- Initiate & manage regional marketing and education programs

Our offer

- Engagement in a growing Swiss medical device company
- Represent a market leading product with clear clinical benefits
- Become the voice of the market to influence our innovative product portfolio plans
- Flat hierarchy and short decision processes

Your profile

- Clinical background in NICU, ICU, or Respiratory
- A minimum of 5 years of sales experience within respiratory care, patient monitoring or other critical care products & concepts is mandatory
- Proven track record within the targeted market segment, selling capital equipment and related consumables & supplies.
- Strong people skills, excellent educational skills and communicator, good technical understanding
- High energy level, can cope with 70% - 80% travel time
- Independent, resilient
- Polish native speaker and good knowledge of the English language
- Familiar with MS Office suite, including MS Dynamics 365

We looking forward to get in touch with you! Please send your complete application documents to remigiusz.luszkiewicz@sentec.com

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