

Name:	TBC
Job Title:	EMEA Sales Manager
Department:	Sales & Marketing
Reports To:	Damian Donnelly
Location:	Home based

JOB SUMMARY

To manage existing and new distribution partners to achieve EMEA sales in line with the Surgical Innovations strategic plan. The goal is to drive sustainable financial growth and market share across the existing and future product portfolio by forging strong relationships with distributors and their teams.

KEY DUTIES & RESPONSIBILITIES

- Creation, development and delivery of the EMEA sales plan to deliver growth expectation in the region.
- Manage and foster close relationships with existing distributors at all levels.
- Ensure contractual obligations are in place and met with frequent reviews.
- Be the product expert and provide training to the local networks.
- Provide in-field support to sales and marketing teams.
- Meet with local clinical influencers and opinion leaders.
- Provide detailed local market insights to SI sales & marketing teams.
- Prepare and deliver monthly, quarterly and annual sales and profit forecasts by country and product type.
- Support local tender processes to ensure maximum success across the portfolio

FUNCTIONAL & TECHNICAL COMPETENCIES

Essential	Desirable
Excellent written & verbal communication skills in English and one other EU language	Strong market access & reimbursement knowledge for different markets in EMEA
Well-developed numeracy, negotiation skills and business acumen	Personal network of experienced distributors
Ability to manage commercial business relationships and key account manage	Solid level of IT knowledge
Well organised, self-motivated & time management skills	CRM management
Travel Internationally 70% of working time.	
Close to major international airport	
Strong clinical understanding of medical devices.	

QUALIFICATIONS & EXPERIENCE	
Essential	Desirable
<p>Degree level education or equivalent in business or life sciences.</p> <p>Demonstratable success in sales within medical devices or very similar.</p> <p>Business development and/or key account management.</p> <p>Fluency in English & high-level proficiency in second EU language</p> <p>Full UK/EU passport and work permits</p>	<p>Experience in surgical products, practically minimally invasive surgery</p> <p>Previous distributor management in similar field</p>

Employee Signature	Manager/Supervisor Signature
<p>Date:</p>	<p>Date:</p>