

[Ref 2022-46] EOS Regional Sales Manager – UK & Ireland

EOS imaging is an international group, specializing in innovative imaging and image-based solutions for musculoskeletal pathologies and orthopedic surgical care. EOS imaging dedicates its efforts and skills to the improvement of patient treatments and outcomes through low dose imaging, complete and precise patient data and surgical planning based on 3D patient anatomy.

The company is part of the Alphatec Spine group, based in Carlsbad, CA, USA.

This position is based in England, preferably London area.

ROLES AND RESPONSIBILITIES

- Managing complete Sales process of EOS imaging systems in the UK & Ireland.
- Working to sales and revenue targets as set by the VP Sales Europe.
- Giving feedback to the marketing team on the success of sales promotions.
- Developing sales in the given territory, including prospecting, closing and maintaining customer satisfaction.
- Developing strategic activities and sales promotions.
- Being aware of competitor activities, account history, emerging trends and understanding how to create and capitalize on opportunities.
- Performing assigned administrative tasks including sales reporting, maintaining CRM, information, etc.
- Traveling approximately 30% of time.

REQUIRED KNOWLEDGE, SKILLS & ABILITIES

- Demonstrated industry and product knowledge.
- Ability to self-motivate, multi-task and work independently or within a team
- Working knowledge of healthcare market segments within an assigned sales territory
- Experience of Large Capital Equipment sales is a plus
- Strong closing skills
- Proven oral, written, telephone and presentation skills. Strong interpersonal skills.
- Ability to learn and retain product specific information and utilize to position the features and benefits to customers
- Analytical skill set, ability to interact with any level within an organization



REQUIRED EDUCATION & EXPERIENCE

- Bachelor's Degree (or equivalent work experience). Preferably in Marketing, Sales, or Business.
- 5 years' experience minimum in radiology and/or orthopedic fields
- Language skills: English (+ 1 other EU language is a plus)

You want to join a dynamic team and you are passionate about the field of medical healthcare? Do not hesitate any longer and send us your application on careers@eos-imaging.com by precisising the reference number: 2022-46