

Sales Representative (m/w/d) – Region: Mid-West

Join Us as a Congenital and Structural Heart Sales Representative

Location: Remote

Work model: Full time (40 hours)

About Our Sales Team:

Our Sales team members are experienced in structural heart diseases and they will collaborate closely with you to support your goals and objectives. At Occlutech, our global and local sales teams operate seamlessly together, ensuring cohesive efforts to drive growth and provide outstanding service to our valued clients.

As a Sales Representative at Occlutech, you will play a pivotal role in driving sales activities in your assigned region (Mid-West (HE, RP, SL)). Your primary focus will be delivering tailored solutions to specialized Interventional Cardiologists.

Your work will focus on

- Identify new business opportunities and execute territory growth strategies to achieve or exceed sales targets
- Provide regular territory analysis to identify growth opportunities and risks
- Develop and manage strong relationships with physicians, cath lab staff, and hospital stakeholders within the assigned territory
- Drive the adoption and sales of assigned medical device products by providing clinical and technical expertise during procedures and product evaluations
- Ensure compliance with all internal policies and relevant healthcare regulations and industry codes (e.g., MDR, MedTech Europe)medicalproduct advisor
- Preparation of and participation in trade fairs and congresses (national and international) including presence at the booth and evaluation in co-operation with the DirectorSales D-A-CH
- Dissemination of marketing design input to Research & Development
- Compilation of weekly tour plans and monthly reports

Our benefits

- A secure job in the medical device industry in a family-friendly working environment
- An interesting work scope in a growing international company
- Comprehensive onboarding and training plan in the first 6 months
- Companywide Mentoring program
- Good work-life balance through 30 days of vacation, flexible working hours and hybrid, family-friendly working time models
- Employer-financed retirement insurance
- Team building, employee, and company events
- Healthy work culture with a fruit basket, tea, water and coffee as well as regular team sporting events

We are looking for a candidate, who

- Has University degree (minimum Bachelor of Science) educated in a science, technical or clinical discipline (biomedical engineering, certificate in cardiovascular perfusion/nursing)
- Has preferably experience in medical device sales and support in operating rooms with significant clinical background
- Has knowledge and experience calling on the Hospital or Clinical industry (preferred)
- Is willing to travel extensively and to be away from home when required and has a valid driver's license
- Is goal-orientated, eager to accomplish and learn
- Has excellent communication and interpersonal skills suited to medical professionals
- Very good German and good English skills (German: CEF B2; English min. B1)
- Has energy, proactive attitude and flexibility, open to provide assistance in non-specific daily work tasks when and wherever needed

Ready to apply?

We look forward to receiving your application (cover letter and CV to bewerbung@occlutech.com .

Only applications in English will be evaluated.

About Occlutech

Occlutech is a leading specialist provider of minimally invasive cardiac devices, with a mission to improve the quality of life for people with heart conditions. The vision is to become a global leading specialist provider in cardiac devices, addressing congenital heart defects, stroke prevention, and heart failure. Occlutech has a broad and proven portfolio, based on proprietary technology, and over 200 patents with more than 200,000 products sold. The company markets and sells its products in over 70 countries and has around 300 employees.

Contact

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