

Sales Manager (m/f/x)

For Medical and Dental Products

We are looking for a Sales Manager who is able to actively expand our business in the European market and beyond.

We manufacture medical and dental X-ray equipment.

Our products are sold through our headquarters in Korea, three overseas subsidiaries (Germany, USA, and Japan), and more than 40 global partner companies.

We have the joy of helping save people through what we do.

We aim to be a community of people who give good inspiration to each other.

Sales and Business Development

- Maintain good business relationships with existing partners through regular client visits.
- Develop and maintain relationships with key leaders to expand the market share.
- Establish new sales leads, increase existing sales and market penetration.
- Analyze customers' medical and dental business needs and opportunities.
- Plan sales activity to accomplish or exceed monthly/ annual sales goals.
- Assist with product sales analysis, forecasting, and pricing.
- Interact with our HQ to implement strategies to drive revenue and profit growth.
- Provide weekly, monthly, and quarterly projections of revenue and sales performance.
- Provide input to the development of the annual sales forecast.

Market research

- Convey new products and market development opportunities based on market research.
- Provide product forecasts based on sales trends, new technologies, competition, etc.
- Identify and develop key opinion leads in the medical and dental X-ray imaging field.
- Collect and communicate customers' feedback and development needs to our HQ.
- Plan and execute other strategic and operational projects, campaigns, etc. as needed.
- Work with our HQ on the analysis and development of new product needs.

Marketing

- Support the launch of new products, manage our products lifecycle and portfolio updates.
- Collaborate with adjacent Marketing Managers on the team for digital solution alignment.
- Develop commercial marketing strategies for Europe with the Marketing Team in our HQ.
- Engage with our partners and external suppliers for proper execution of projects.
- Travel for field work, talking to customers, trade shows, regional meetings, etc.

Sales Training

- Conduct and manage the internal training initiatives related to our products and services.
- Provide marketing education and training material for sales teams and customers.
- Provide sales training at sales meetings with partners and clients.
- Provide clinical expertise to managers on the operation of the GENORAY product lines.
- Collaborate with the Customer Success team to ensure smooth customer experience.
- Work with our HQ to manage education offers for clients and our company.
- Meet with Clinical Advisory Board members to communicate product and solution developments and a continuous update on the education programs.

Sales documents

- Prepare documents like Authorization Letters, Contracts, etc. requested by agencies.
- Comparison of buyer's requirements with our product specifications.
- Regularly review the manual and distributed materials to identify and correct errors.
- Create sales performance data.

Product shipment

- Prepare shipping documents such as Invoices, Packing Lists, etc.
- Check whether the ordered product is shipped properly.
- Coordinating transport schedule and method according to requests and schedules.
- Deliver shipping information to the distributor and confirm the delivery completion.
- Preparing documents for local customs clearance and responding in case of problems

Exhibitions

- Participate in international exhibitions in Germany and abroad at least twice a year.
- Meet new and existing distributors.
- Promote our products and company

Your Profile:

- **Valid work permit in Germany required**
- Experience in the medical and dental business preferred
- English required
- Korean and/or German beneficial
- Bachelor's degree in any field, business degree preferred
- Well-organized with an aptitude in problem-solving
- Strong verbal and written communication skills
- MS Office Suite affinity
- Willingness to go on business trips abroad

You can look forward to:

- Being part of a globally leading and fast-growing X-ray equipment manufacturing company
- An exciting international environment with partners across the globe
- Room to bring in your very own ideas for improvement
- 27 vacation days + public holidays
- Free coffee, tea, snacks and more
- Office located in the heart of Berlin

Job Start: August 2023 (negotiable)

Job Type: Permanent, full-time

If you would like to join our team and support our mission to continue saving people through our work, please send your application with CV and Cover Letter to [info\[at\]genorayeurope.com](mailto:info[at]genorayeurope.com).

For any further questions, please contact Jong Yeob Park at [info\[at\]genorayeurope.com](mailto:info[at]genorayeurope.com).

We look forward to receiving your application.

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