

### **Sales Manager / Market Access Job Description**

Marsi Bionics is looking for a hands-on sales manager with experience in the medical devices industry. Proven experience in the rehabilitation equipment market, and market access processes will be a plus.

#### **As our sales manager, you will:**

- Coordinate the Sales and Marketing activities.
- Define the sales process in coordination with the management team.
- Coordinate the preparation and implementation of the company's marketing plan.
- Coordinate the lead generation and sales activities.
- Coordinate proposals, orders, and contracts.
- Customer success. As the main point of contact you will ensure that our customers get the committed after-sales services and optimize the use of our solutions.

#### **Required qualifications:**

- 5+ years of direct sales experience in Medical Devices.
- Familiarity with Market Access processes for Medical Devices in Spain (International experience will be a plus)
- Excellent communication skills.
- Strong analytical skills.
- English (full working proficiency).

#### **Desired qualifications:**

- Existing relationships/strong network in the medical rehabilitation market (International experience will be a plus).
- Full working proficiency in additional languages (German, French, etc)