

Account Manager - MedTech - Cardio - Belgium - DU/FR/ENG

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Company: Michael Page

Location: Belgium

Category: business-and-financial-operations

As a successful Account Manager,, you will play a crucial role in establishing and maintaining relationships with hospitals and life sciences institutions to drive the sales and adoption of their medical devices. Responsibilities:

Account Management:

- Develop and execute strategic account plans to achieve sales targets.

- Develop and maintain continuous collaboration with the current client's portfolio.

- Act as the main point of contact, understanding client needs and ensuring satisfaction.

Sales & Business Development:

- Identify new business opportunities to develop the current portfolio in Belgium.

- Identify and pursue new business opportunities within existing accounts.

Product Expertise:

- Represent the products and the brand expertise.

Possess a deep understanding of healthcare products, services, and industry trends.

Market Analysis:

Conduct market research to identify potential clients and market trends.

Stay informed about changes in healthcare policies, regulations, and technology.

As a successful Account Manager MedTech Cardio Belgium, you will have the following profile:

A Bachelor's or Master degree in a scientific related field

At least 3 years of experience in Account Management in the Healthcare Industry

Familiarity with healthcare products and services is essential

Experience in OR and Intensive Care

Fluent in French, Dutch and English is mandatory

Strong interpersonal and relationship-building skills

As a successful Account Manager MedTech Cardio Belgium, you will have a Belgian permanent employment contract with :

An attractive and growing salary including an annual bonus based on performance and a complete package of extra legal benefits (Company Car, Net Allowances, Insurances, Extra Days Off...)

The chance to join a successful multinational organization proposing multi-faceted challenge

The possibility to join a stable company proposing inspiring working atmosphere and self-development opportunities

Cross References and Citations:

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