

## Sales Developer - Technical Devices - BeNeLux - DU/EN

[Apply Now](#)

Company: Michael Page

Location: Belgium

Category: computer-and-mathematical

As a successful Sales Developer for Technological Devices, you will play a crucial role in identifying and pursuing new business opportunities, establishing relationships with potential clients, and driving revenue growth for our range of technical devices.

### **Responsibilities:**

#### **Prospecting, Lead Generation and Business Development:**

Conduct comprehensive market research to identify key trends, opportunities, and challenges.

Research and identify potential clients through various channels (including cold calling, email campaign, networking events ...) and key decision-makers in the target market.

Develop and implement strategic business plans to achieve sales targets and maximize market share.

#### **Client Engagement:**

Conduct thorough product presentations and demonstrations to showcase the features and benefits of our technical devices.

Cultivate and maintain strong relationships with key stakeholders, including healthcare providers, regulatory bodies, and industry partners.

### **Sales Negotiation and Closure:**

Drive the sales process, from lead generation to deal closure, by effectively communicating the value proposition of our compliance monitoring medical devices.

Develop and present competitive sales proposals.

Negotiate terms and close deals to achieve sales targets.

### **Market Analysis:**

Analyze competitor activities and market dynamics to develop effective strategies for market penetration.

Stay abreast of regulatory requirements and standards related to medical devices in compliance monitoring.

Provide feedback to the product development team based on market insights.

### **Collaboration:**

Work closely with the marketing and product teams to align sales strategies with overall business objectives.

Collaborate with internal departments to ensure smooth order processing and customer satisfaction.

Provide regular reports on sales performance, market trends, and competitive activities.

As a successful Sales Developer for Technological Devices, you will have the following profile:

A Bachelor's or Master degree in Engineering or in science related.

At least 5/6 years of experience in a similar function.

Sales techniques knowledge for products and technological solutions.

Experience in Long sales cycles (=1 year and more).

Knowledge of the regulatory environment of the health industry sector.

Good knowledge of the markets and territories to be developed.

Fluent in Dutch and English is mandatory. French would be an asset.

You are dynamic and results-oriented.

As a successful Sales Developer for Technical Devices, 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 through internal job market as well as a wide range of training courses

[Apply Now](#)

## Cross References and Citations:

1. Sales Developer - Technical Devices - BeNeLux - DU/ENGoogleforjobsposting Jobs Belgium Googleforjobsposting ↗
2. Sales Developer - Technical Devices - BeNeLux - DU/ENSearchnzjobs Jobs Belgium Searchnzjobs ↗
3. Sales Developer - Technical Devices - BeNeLux - DU/ENBollywoodjobsJobs Belgium Bollywoodjobs↗
4. Sales Developer - Technical Devices - BeNeLux - DU/ENPhotographerjobs Jobs Belgium Photographerjobs ↗
5. Sales Developer - Technical Devices - BeNeLux - DU/ENOrthopedicjobs Jobs Belgium Orthopedicjobs ↗
6. Sales Developer - Technical Devices - BeNeLux - DU/ENSearchcanadajobs Jobs Belgium Searchcanadajobs ↗
7. Sales Developer - Technical Devices - BeNeLux - DU/ENAstronomyjobs Jobs Belgium Astronomyjobs ↗
8. Sales Developer - Technical Devices - BeNeLux - DU/ENSapjobs Jobs Belgium Sapjobs ↗
9. Sales Developer - Technical Devices - BeNeLux - DU/ENContractjobsJobs Belgium Contractjobs↗
10. Sales Developer - Technical Devices - BeNeLux - DU/EN Biologyjobs Jobs Belgium Biologyjobs ↗
11. Sales Developer - Technical Devices - BeNeLux - DU/EN Internjobs Jobs Belgium Internjobs ↗
12. Sales Developer - Technical Devices - BeNeLux - DU/EN Topfishjobs Jobs Belgium Topfishjobs ↗
13. Sales Developer - Technical Devices - BeNeLux - DU/EN Webdeveloperjobs Jobs Belgium Webdeveloperjobs ↗
14. Sales Developer - Technical Devices - BeNeLux - DU/EN Highestpayingjobs Jobs Belgium Highestpayingjobs ↗
15. Sales Developer - Technical Devices - BeNeLux - DU/EN CiviljobsJobs Belgium Civiljobs↗
16. Sales Developer - Technical Devices - BeNeLux - DU/EN Blockchainjobs Jobs

**BelgiumBlockchainjobs** ↗

**17. Sales Developer - Technical Devices - BeNeLux - DU/EN Shenzhenjobs Jobs**

**BelgiumShenzhenjobs** ↗

**18. Sales Developer - Technical Devices - BeNeLux - DU/EN Dataanalyticsjobs Jobs**

**BelgiumDataanalyticsjobs** ↗

**19. Sales developer - technical devices - benelux - du/en Jobs Belgium** ↗

**20. AMP Version of Sales developer - technical devices - benelux - du/en** ↗

**21. Sales developer - technical devices - benelux - du/en Belgium Jobs** ↗

**22. Sales developer - technical devices - benelux - du/en JobsBelgium** ↗

**23. Sales developer - technical devices - benelux - du/en Job Search** ↗

**24. Sales developer - technical devices - benelux - du/en Search** ↗

**25. Sales developer - technical devices - benelux - du/en Find Jobs** ↗

Source:<https://be.expertini.com/jobs/job/sales-developer-technical-devices-benelux-du-belgium-michael-page-9f963da55b/>

Generated on: 2024-04-30 by [Expertini.Com](https://www.expertini.com)