



Example of Manager Medical Job Description

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Our innovative and growing company is looking for a manager medical. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for manager medical

- Accountable for maximising order intake, sales and price realisation at the assigned accounts within the territory
- Exceed area sales, and gross profit targets agreed with the Company
- Ensure continuity of the relationship with the accounts and operates at multiple levels in the accounts' organisations, but also facilitate the executive level interfaces between company and the accounts
- Prepare the annual account plan in line with the regional strategy and execute at territory level
- Responsible for filling the funnel management tool and systematically analysing win & loss deals, expectations, customer satisfaction, market, competition and trends
- Take product responsibilities as directed
- Participate in relevant exhibitions or local events
- Lead the account teams, organise the necessary actions and make sure the required results are met in time
- If and when required provide dedicated support to assigned accounts to ensure timely collection of Accounts Receivable
- Constantly extend the customer base

Qualifications for manager medical

- Technical knowledge in materials and material performance

- Ability in facing customers and representing One CE solutions
- Excellent interpersonal and collaboration skills, a strong customer focus, excellent judgment and decision making abilities
- Business Acumen to develop local strategies in collaboration with Global