

Title

Regional MR Sales Manager

Status

Full-time

Location Base

Germany or Middle East

Department

Sales and Marketing

Business Unit

MRI

Position Overview

Regional MR Sales Manager's primary responsibility is the growth of direct and indirect sales of Swissray MR products within a specific assigned geographic area.

Essential Functions

- Grow client base by identifying needs and providing solutions to requirements for new MR equipment.
- Establish positive long-term customer relations.
- Educate customers
- Monitor, evaluate and report level of client satisfaction and recommend appropriate corrective action as required.
- Will be required to attend meetings and trade shows which may fall out of your geographically assigned territory.
- May be required to work weekends and Holidays on special occasions.
- Close new business with new and existing customers to meet or exceed the Sales quota assigned for the territory.
- Create Sales Plan for the territory. The plan will contain both qualitative and quantitative information and contains information required to capture all available MR Sales opportunities in the territory. The Sales Plan will be updated annually and executed throughout the year.

Additional Function Including, But Not Limited to:

- Understanding of All aspects of the sales process, including:
 - Prospecting and identification of potential customers.
 - Creating/managing existing/new customer relationships.
 - Arranging and coordinating product demonstrations.
 - Participating in trade exhibitions/conferences.
 - Creating quotations to customers/prospects.
 - Contributing to major proposals for the territory.
 - Managing the Sales forecast for the territory.
- Participate in product/sales skills training as required.
- Participate/contribute to internal Sales meetings.
- Comply with and ensure department compliance with Company health, safety and environmental policies.
- Work closely with Sales and Service VP and Regional Service Management to identify concerns and assist in the development and implementation of client retention strategies.

Skills & Requirements**Education and Experience:**

- Minimum five years of experience and demonstrated success in Sales
- Experience with sales and marketing within a related sales environment
- MR knowledge (sales, applications or certified MR technologist) is desired
- Experience selling capital equipment preferred.

Knowledge/Skills:

- Self-motivated and proactive approach to managing a Sales territory
- Establish and maintain a professional relationship with customers/prospects
- Excellent oral and written communication skills