

Laerdal Medical, one of the world's leading providers of Healthcare Solutions, is dedicated to helping save lives. Laerdal serves healthcare providers and educators with products and services for Basic Life Support, Advanced Life Support, Simulation, Airway Management, Immobilization, Patient Care, Self-directed Learning and Medical Education.

By 2030, we have a goal of helping save 1 million more lives. Every year.



Territory Manager For the Southern part of The Netherlands

We are looking for an experienced, entrepreneurial, and impact-driven person to fill the role as Territory Manager in the southern part of The Netherlands. You will be joining a diverse and international team driven by helping save lives.

This will be a growing business unit and offers excellent development prospects to the successful candidate. The position is based in our offices in Amersfoort (The Netherlands) and/or Vilvoorde (Belgium). The Territory Manager is reporting directly to the Country Manager.

What you will do

As a Territory Manager, you will:

- Drive sales of all Laerdal products, by developing, identifying, and securing all relevant direct sale opportunities.
- Provide sales advice on the use of products, as required.
- Ensure the highest level of customer satisfaction and customer intimacy by way of various internal and external Laerdal programs.
- Compile and maintain the CRM database on relevant key customers, by way of the funnel, contact activities and ensure that this is updated on a weekly basis.
- Travel through the territory to call on regular and prospective customers to solicit orders or talk with customers by phone or screen to screen.
- Display and demonstrate products.
- Quote prices and credit terms for customers in line with company expectations and policies.
- Enter new customer data and other sales data for current customers into company database for your territory.

- Investigate and resolve customer problems and co-ordinate services with a team approach.
- Utilize Laerdal's technical and educational resources.
- Attend tradeshows and conferences in Benelux as required.
- Directly responsible for the use of tools provided to analyse historical sales trends, and to develop formal territory and promotions plans as required by the Country Manager
- Provide defined reports and feedback as required by the Country Manager
- Develop and maintain a high level of technical knowledge about Laerdal products and services
- Work cohesively with the sales and operations teams to achieve the objectives of Laerdal Benelux
- Contribute to SMS Meetings and SUN meetings.

Responsibilities:

- Sales performance against forecast target.
- Management of company expenditure within budget.
- Focus on Laerdal products and associated services in-line with company strategy.
- Effective use of CRM including funnel and activity management reports on a weekly basis.
- Sales calls on targeted customers.
- Effective demonstration, training, and post-sales support of Laerdal products.
- Maintenance and accountability of demonstration and on-loan equipment.
- Management of territory and regional events and activities in-line with company strategy (e.g.: roadshows and learning days).
- Effective launching of new products within the territory and targeted campaigns to educate and inform appropriate customer segments.

Competencies:

- Organizational skills for proper territory planning/management
- Working knowledge of healthcare, EMS, and medical education market segments within assigned territory
- Demonstrated record of prior achievement in a previous sales position can be a plus
- Excellent oral, written and telephone skills and this in Dutch and good notions in English
- Ability to learn on autodidact base and retain product specific information
- Knowledge of anatomy and physiology of cardiovascular system is a plus
- Computer literate with knowledge of Word processing applications, Excel spreadsheets and PowerPoint for presentations

Some of what we can offer you:

- A job with a purpose and a company working with cutting edge technology
- A multicultural and global working environment
- A creative, diverse, and inclusive organization
- Great opportunities for growth and personal development
- A competitive salary and many other great things!

Are you interested?

Please send your application to: frederic.delaet@laerdal.com