

We are looking for motivated employees to join our team:

Sales Rep Injectables South / North / West / East (f/m/d)

full-time (40 h / week)

About Alma

Alma Lasers stands for highly specialized laser and light technologies, radio frequency and ultrasound systems as well as innovative, multifunctional platforms for medical aesthetics, dermatology, gynecology, plastic surgery and cosmetics. With 25 years of experience in the market, we are one of the leaders in our industry in DACH and worldwide and would like to further expand this position together with you.

The main office of Alma Lasers GmbH with the European headquarters for technical support, the extensive marketing & clinical team and warehouse is located in Nuremberg, Germany. Further branches are based in Austria and Switzerland. With a team of about 40 people, we support our customers in all matters in the complete DACH region.

In your role as **Sales Representative Injectables**, you will report directly to the Director of our **new Business Unit Injectables** in DACH.

Your responsibilities:

- » Regular visits to customers in the assigned area
- » Building partnerships with key customers
- » Territory planning
- » Creating new opportunities and synergies
- » Organization, execution & leading of injection workshops
- » Attending of industry conferences and events periodically
- » Successful delivering on enterprise quota targets & fulfilment on the agreed KPIs
- » Cross-functional cooperation with Marketing, Clinical and the EBD team

Job Requirements:

- » Sales experience in the injectables business
- » Previous experience in EBD (capital equipment) would be a big advantage
- » Strong ability to multitask
- » Adaptability, flexibility, positive energy, and integrity
- » Thinking out of the box
- » Excellent communication skills (written and verbal) as well as presentation skills
- » Excellent problem finding and solving skills
- » Willingness to travel

This is something you can look forward to:

- » Permanent employment with development opportunities
- » Flexible working in the „mobile office“, on the road and on site with customers
- » Varied and challenging field of activity in the subsidiary of a globally active company
- » Comprehensive familiarization with the product range of a world market leader
- » The opportunity to work independently and contribute your own ideas
- » Internal and external training for professional and personal development
- » Neutral company car with private use

Have we caught your interest?

We are looking forward to receiving your application!

Please send your detailed application documents, stating your availability and salary expectations, by e-mail to: bewerber@alma-lasers.de

If there are any questions about this position, please contact Mrs. Anna-Maria Otto-Seegel, Human Resources, via phone: +49 / 911 / 89 11 29-49.