

HEALTHWAY LTD

A company active in Nephrology, Intensive Care and advanced therapies

Is Seeking to hire a **Sales and Marketing Specialist:**

- * Responsible for the implementation of sales and marketing strategies in his/her area.

- * Provides highest level of services towards Health Care Professionals (HCP) through regular and systematic contacts and visits of hospitals and other related clinical institutions.

- * Responsible for HCP training for the assigned therapies.

- * Understands the technical specifications needed to differentiate products in a tender.

- * Follows public tenders related to our therapies/products.

- * Has understanding of the “buying process” and stakeholder categories involved.

- * Reports to the Managing Director.

Essential Duties and Responsibilities:

- * Achieve qualitative objectives and targets for the assigned therapies and/or medical products.

- * Build and develop professional long-term HCP relationships.

- * Plan and prepare for each HCP specific visit and record the outcomes.

- * Capture and maintain all relevant sales and customer data.

- * Participate in congresses and other customer events.

- * Provide HCP training and scientific or technical assistance where needed.

- * Provide product support to users either in person, or by electronic means.

Soft Skills:

- * Critical Thinking & Problem Solving.
- * Communication, Collaboration & Works in teams.
- * Self-Motivation.
- * Dealing with Ambiguity.
- * Ability to apply scientific/clinical knowledge to support HCP as needed
- * Time management & Organizational skills to manage multiple objectives.
- * Be accountable.
- * Ability to work under pressure and meet deadlines
- * Demonstrate effective educational and presentation skills in diverse settings from one-on-one to formal large group situations.
- * Selling skills & techniques.

Languages Skills:

- * Excellent Greek (mother tongue) and good level of English written and spoken

Computer Skills:

- * Word, Excel, PowerPoint, Outlook, various remote meetings software.

Education and/or Experience:

- * Bachelor's degree required: Scientific or Healthcare related.

- * 2 to 3 years' sales experience within hospital pharmaceuticals and/or medical devices.

- * Working experience promoting dialysis or intensive care products will be regarded as a major additional asset.

The Company Offers:

- * Salary depending on Skills and previous experience.

- * Various fringe benefits.

- * Tools needed (aka company car, phone, laptop etc).

Those who are interested please forward your CV to:

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