

*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 2020, we have a goal of helping save 500,000 more lives. Every year.*



## Territory Manager Belgium

We are looking for an experienced, entrepreneurial, and impact-driven person to fill the new role as Territory Manager in the northern part of Belgium and 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 office in Vilvoorde. The Territory Manager is reporting directly to the Sales Manager.

### Position overview

- The Territory Manager is responsible for supporting customers (medical universities, hospitals, nursing schools, simulation centers etc.) with development and creating new opportunities
- The Territory Manager will be responsible to achieve annual sales goals through efficient management and satisfaction of customer needs within assigned tasks
- The Territory Manager will report activities on a regular base in the appropriate system (daily, weekly, monthly, and quarterly)

### Tasks and responsibilities

- Achieve sales performance against territory budget
- Following pricing policy
- Execute territory action plan define by sales manager
- Provide a high level of product knowledge to end customers
- Implement agreed sales activities in the territory
- Implement sales and long term relations building via sales visits, product demonstrations, network meetings and aftersales service as well as quick customer responsiveness, predominantly to A+B customers
- Support local distributors
- Report sales activities and opportunities in the CRM system





### Competencies:

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

### Work environment:

- Work performed mainly in the field (travel to customer site)
- Working hours may vary and could require evening and weekend work depending on business needs
- Travel (up to 80%) mainly in Belgium, The Netherlands, and occasionally in other European countries if required
- Lifting and carrying of supplies, files, products etc. (up to 30 Kg.)

### Are you triggered? We would love to hear from you.

If you have questions about the position, please contact Mr. Frédéric De Laet at [frederic.delaet@laerdal.com](mailto:frederic.delaet@laerdal.com)

Send applications with CV to [frederic.delaet@laerdal.com](mailto:frederic.delaet@laerdal.com) by December 15th, 2017. Please type "Territory Manager" in the subject line along with your name.

