

"Does your heart beat for medical technology? So does ours!"

Corscience has been developing and producing systems for medical technology in Erlangen since 2001. What are we really good at? Electrostimulation, monitoring, ventilation, gas analysis and mobile health. What do our roughly 120 employees appreciate? The fact that manufacturers around the world demand our products and technologies - and that we make a contribution to helping people and saving lives every day.

Over the last years we have established good businesses in North America. Now it's time to open a new chapter by thinking bigger and acting bigger. Our goal is to significantly extend our North America business over the next years. If this sounds exciting to you - we should talk.

Become a member of the team as

SALES MANAGER NORTH AMERICA (M/W/D)

Permanent full-time contract • with immediate effect • Erlangen

YOU WILL

- Establish, extend and drive our business in USA and Canada
- Manage and extend the existing network within Key Accounts to generate new business opportunities through up- and cross-selling initiatives
- Methodically manage the associated sales processes while interfacing with relevant Corscience stakeholders (e.g. opportunity-management, financial proposal, contract negotiation)
- Support efforts to build new strategic partnerships and extend existing ones
- Develop bespoke solutions for customers in collaboration with our product management, R&D and other teams
- Frequently visit trade shows, conferences and customer events

WHAT WE EXPECT FROM YOU

- Successfully completed degree in the business or engineering field or comparable training
- Perennial experience in Sales, Business Development and Key Account Management in a B2B environment selling complex products or services
- Demonstrated track record of reaching and exceeding sales targets
- Interested in technology and ideally experienced in the medical device industry
- Affinity for the United States and Canada and (initial) experience in managing North American customers
- Willingness to travel internationally on a frequent basis
- Fluent communication and negotiation skills in English and German are essential for this role
- Strong business acumen and ability to build robust customer relationships up to the C-Suite

WHAT YOU CAN EXPECT FROM US

- All internal support within organization and leadership team to achieve our commercial goals
- Unique opportunity for professional and personal development
- A cooperative and respectful working atmosphere - with an informal culture across all levels
- Flexible working time models with remote options and good work-life balance
- Modern and high-quality work equipment
- Comprehensive, structured onboarding with a mentoring program
- Regular feedback meetings and individual training opportunities
- Lively CORmunity offering diverse socializing opportunities (e.g. sports, events and celebrations)

Interested? Then apply now. Please state possible start date and salary expectations.

jobs@corscience.com.

For any questions please contact **Laura Hauste**in at **+49 9131 977986-364**.