



## Sales Manager

Flen Health is an international, entrepreneurial, family owned wound and skin care group headquartered in Luxembourg with local subsidiaries in Belgium, the Netherlands, Germany and the UK and a network of distributors in other countries. In Belgium, where Flen Health started in 2000, it is market leader with its products Flamigel and Flaminal due to dedicated people and innovative products, both inspired by our motto: **Live the life you love**

Flaminal and Flamigel are patented wound care product sold to hospitals and health care professionals. Flamigel is sold over the counter in a range of European countries. Flen Health research department has a pipeline of new products in development with product launches foreseen end of 2018 and in 2019.

We are looking for an experienced **Sales Manager**.

We offer a dynamic and innovative environment with an international exposure, located in The Netherlands and on regular basis in Kontich (Antwerp).

### Your qualities and qualifications

- Bachelor's Degree or equivalent through working experience
- Experience in the medical devices or pharma is required
- Extended medical and pharmaceutical sales knowledge
- Team leadership experience and skills
- Excellent oral and written communication skills
- Fluent in Dutch and English
- Entrepreneurship
- Analytical ability and cost consciousness
- Customer focus and result orientation
- Coaching skills
- Ability to work flexible hours, including weekends and evenings as required

### Your duties and responsibilities

- Oversees and directs the work of the KAMs to ensure annual and long range goals are being met.
- Develops the business and maintain contacts with Key Opinion Leaders
- Use and interpret field information and sales data, including IMS data, to set targets, strategies and bonuses for your team in cooperation with the Country Manager to ensure Flen Health growth targets and strategies from year to year.
- Monitor and report achievement of your team on a constant basis against set target and strategies and adapt or correct where appropriate to ensure Flen Health's growth targets and strategies from year to year.
- Recruitment, development and management of a team of successful people in the territory
- Monitoring activity of the team to improve performance and capabilities and to align the team on the companies' values and the common company strategies and procedures, communicate best and worst practices with Flen Health colleagues

- Ensure and increase leadership, motivation and ongoing skill development of each team member
- Consult monthly with Country Manager on sales related strategic issues  
Monthly reporting on sales numbers and activities of the sales team to the Country Manager
- Take and implement all strategic decisions relating to sales in consultation with Country Manager

You have a dream? So does Flen Health: we dream of people living the life they love. And you?

We are looking forward to your application : [jobs@flenhealth.com](mailto:jobs@flenhealth.com)