

The logo for NRS National Recruiting Specialists Professional Placements. The letters 'NRS' are large, 3D, metallic purple and silver. Below them, 'NATIONAL RECRUITING SPECIALISTS' is written in a similar 3D metallic font. Underneath that, 'PROFESSIONAL PLACEMENTS' is written in a smaller, spaced-out, metallic font. A small graphic of a purple pill with white dots is positioned to the right of the word 'SPECIALISTS'.

2 x Positions
1 x Applications Specialist
1 x Key Accounts/ Area Management

KEY ACCOUNTS /AREA MANAGEMENT

Multi-national Company is looking to expand on SA market from JHB
Candidate will be in charge of Area Management & Key Accounts
Medical Equipment Patient monitoring, life Support products &
Medical imaging etc

Essential Experience & Requirements:

- Prefer Clinical Engineer or similar, but experience preferred
- Excellent knowledge of competitor products in patient monitors is especially essential
- Preferred tertiary qualification
- Excellent knowledge of competitor products advantageous

Evaluate changes to the market place and the industry and adjust sales plans accordingly. Maintain and enhance the quality and profitability of the sales plan through the development of operationally feasible and cost-effective programs. Collect orders from distributors in the Territory according to the distributors' purchase schedule listed in the agreement and / or their monthly forecast. Follow up key projects / tenders in hand with distributors and provide necessary support to the distributors. Key projects and tenders will be defined together with The company sales manager according to the sales funnels.

Visit key accounts with distributors and help distributors to build up the company reference hospitals in each state in the Territory.

MAIL cv to cv@newrecruits.co.za website www.newrecruits.co.za

APPLICATIONS SALES SPECIALIST

Multi-National company looking for Applications Specialist

This position will provide good “technical” support to the sales team as well as to the end user. (In terms of technical support I do not mean service)

Experience in range of products Respiratory or patient monitoring products etc. (not specific)

Requirements

- Clinical engineer or similar
- Technical understanding
- Knowledge of products & competitors

Fluent in English, Afrikaans verbal and written

Experience in Medical devices essential –

Proven track record.

Support new products launches

Provide required applications report on completion of all application visits

Train customers in applying the best possible clinical procedures and protocols to achieve optimal usage of the equipment delivered

(re-)Train hospital staff in case of new releases, upgrade and / or versions (changes) in the operating procedures of the equipment

Set up application training schedules in close cooperation with the customer

Ensure that all customers are provided with high quality training and attention so that each customer is fully satisfied with the attention received

Sales / Applications

To make decisions for customer training activities within given budget limits

- To reschedule these activities based on changed customer priorities
- Order intake
- Initial Quality Customer Survey (training question)
- Training Satisfaction

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