



PATH MEDICAL GmbH

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We're Hiring! International Sales Manager – Region Latin America

- Fulltime
- Location: (ideally) Bogota, Colombia

Are you passionate about medical technology especially Audiology and have a talent for sales? Then send us your application – PATH MEDICAL is a Germany based, innovative company that prides itself on cutting edge technologies to simplify the workflow for the healthcare professional. PATH MEDICAL has unique algorithms and technologies considered to be the new frontier in Audiology practice.

Key Responsibilities:

- Develop and expand business in the South American market
- Manage new and existing territories and new dealer accounts
- Develop business plans for sales regions including annual forecast and sales strategies
- Interact and communicate with customers, distributors, and KOL with the target to generate sales territory
- Collect customer feedback and requests and communicating it to the development team
- Provide 1st level customer service support
- Present PATH MEDICAL at exhibitions and conferences
- Support participation in public tenders.
- Participation in SAT meetings
- Translate documents and marketing materials to/from Spanish

Director/Geschäftsführer:
Dr.-Ing. Hans Oswald

Amtsgericht: München
HRB 167243

Sales Tax Identification No:
DE 254491320



Requirements

- University degree (e.g. medical engineer, biomedical background)
- (Ideally) strong experience in sales, ideally in selling medicine products, specifically in the field of Audiology devices
- Knowledge of regulatory affairs and importation of biomedical equipment
- Excellent communication, negotiation, and organizational skills
- Service oriented and sales driven
- Strong networking and relationship-building skills
- Native Spanish speaker, fluent English required, working knowledge of Portuguese desirable
- Confident handling of ERP systems
- Excellent Microsoft Office skills
- Willingness to travel (up to 25%)

Please send your application directly to jobs@pathme.de

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