

Account Manager Infusion Technology - Netherlands (North)

Who are we? Fresenius Kabi is an international healthcare company specialized in life-saving medicines and technologies for infusion, transfusion and clinical nutrition. Our products and services are used in the care of seriously and chronically ill patients.

Your role?

As Account Manager for Infusion Systems (MedTech division), you are responsible to achieve the commercial targets for this product range for your region in the Netherlands.

You will focus on the tasks below:

- Within the range of Infusion Pumps, you identify the needs of our customers (hospitals, private settings and -if necessary- the home care environment) by active listening and understanding the customers current situation
- You make the translation between the needs of the clients and the internal possibilities
- You identify the key decision makers and opportunities
- You develop plans for introducing new solutions through collaborative relationships with the decision makers on the long-term
- You navigate through the complex buying process
- You manage all aspects of the deal strategy including competitive positioning strategy of (new) Fresenius kabi products, pricing strategy, presentation strategy and knowing when to bring in the right resources to close the deal
- You are responsible for all areas in the sales cycle (from prospecting to preparing and presenting the offer to closing the deal to further follow up)
- You guide the client through implementation by training concerned HCP's
- You represent the Fresenius Kabi brand name and mission in the field
- You recording sales activities in CRM programs

Your profile

- Higher education or university, preferably in a scientific or medical field
- Min. 2-5 years commercial experience in a technical environment/medical representative (preferably in the infusion therapy sector)
- Excellent language knowledge of Dutch & good knowledge of English
- Hands-on, convincingly strong and client oriented
- Structured and organized with respect for deadlines
- Strong communication skills and the required soft skills to give trainings, organize implementations, offer solutions, etc.
- Passionate, enthusiastic and proactive
- You are a Team player

What do we offer:

By working with us, you will directly impact the quality of patient care and assisting healthcare professionals in providing better care for their patients.

On top of that, Fresenius Kabi offers you a full-time contract with a competitive salary package.

Apply now!

Want to contribute to our **COMMITTED TO LIFE** story and interested in this position? Send your resume and motivation letter to bene.humanresources@fresenius-kabi.com