

Account Manager Infusion Technology - Netherlands (South)

Who are we?

At Fresenius Kabi, we support healthcare providers with life-saving medicines and technologies for infusion, transfusion and clinical nutrition. Together, we are continuously working to find answers to patients' challenges. Our medical technologies are designed to help make complex therapies simpler and safer.

Your role?

In your role as **Account Manager Infusion Systems** (MedTech division), you drive commercial success in the **South of the Netherlands** by identifying customer needs, turn them into effective solutions and managing the full sales process.

Key Responsibilities:

- Identify customer needs within the Infusion Pumps portfolio.
- Understand customer needs in hospitals, clinics and home care. Turn their needs in solutions.
- Represent the Fresenius Kabi brand and mission in the field.
- Build strong relationships with key decision makers and uncover new business opportunities.
- Take full ownership of the sales cycle, from prospecting and presenting offers to closing deals and ensuring follow-up.
- Plan and manage deals by setting competitive pricing, positioning products effectively and involving the right resources to close successfully.
- Support clients during implementation by training healthcare professionals.
- Record and monitor all activities and progress in CRM systems.

Your profile

- Higher education or university degree, preferably in a scientific, medical field or nursing
- A few years of commercial experience in a technical or medical environment, ideally in infusion therapy
- Excellent language knowledge of Dutch and good knowledge of English
- Hands-on, confident and client focused
- Structured and organized with respect for deadlines
- Strong communication skills and also relationship-building skills, capable of delivering training, managing implementations, and providing solutions
- Passionate, enthusiastic and proactive
- You are a true team player

What do we offer:

Make a difference in patient care and support healthcare professionals, while enjoying a full-time role with a competitive salary at Fresenius Kabi.

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