



HEINE Optotechnik occupies a leading position worldwide in the manufacture of medical diagnostic instruments. With high product quality, innovation and active marketing, we achieve growth above-average. We are an internationally recognized and valued partner of the medical trade. The HEINE Group employs more than 500 people worldwide and is headquartered in Herrsching am Ammersee near Munich.

To support our growth we are currently looking for a

ACCOUNT SPECIALIST (M/F/D) - BENELUX

YOUR RESPONSIBILITIES:

- » Support of the Area Sales Manager BeNeLux in execution of the yearly business plan
- » Supporting our dealers both technically, operatively and in the field e.g. through trainings, co-travel, participating at congresses/exhibitions
- » Developing and executing the year-to-year business plan and budget for the region in close cooperation with the Area Sales Manager
- » Coordinating and implementing sales & marketing activities in the region to increase sales (dealers and end users)

YOUR PROFILE:

- » First experience in sales in B2B or B2C, either in medical device industry or in the range of our product portfolio
- » Excellent negotiation skills and ability to connect with and inspire people
- » Independent but team player
- » Business administration degree or technical or equivalent
- » Excellent knowledge in French and Dutch, fluent in English is a must
- » Willingness to travel extensively in BeNeLux with primary focus on Belgium
- » Enthusiasm for medical diagnostic instruments is a must
- » Residence close to the Belgium border

WHAT YOU CAN EXPECT

A stable and innovative environment with short decision-making paths and the opportunity to assume real responsibility for your area of responsibility. A permanent job. Performance-related pay and individual development opportunities. A personal and cooperative working atmosphere in dynamic teams.

Please send us your application in English, stating the earliest possible starting date and your desired salary:

HEINE Optotechnik GmbH & Co. KG,
Christine Jungbauer, Kientalstr. 7, DE-82211 Herrsching am Ammersee
jobs@heine.com, www.heine.com

