

Sales manager (m/w/d)

Who we are?

In 2018, Wisap was acquired by Aohua and was a significant step for both companies. Aohua, is a leading supplier of flexible endoscopes in China and acquired Wisap, a German company specializing in the development and manufacture of medical instruments and devices in the field of minimally invasive surgery. The combination of Aohua's innovative technology and Wisap's long-standing expertise will enable the company to develop and bring to the European market high-quality and innovative endoscopes that better meet customers' needs.

Your tasks

- Sales development with the objective of building personal and lasting customer loyalty and increasing annual sales.
- Support in the development of marketing strategy, including online marketing, as well as representation of the company in fairs and congresses.
- Systematic monitoring and analysis of market developments, including reports on the market situation, trends, new technologies and the competitive situation.
- Sales support in the field of flexible endoscopy in Europe.
- Define and implement strategies.
- Market analysis.
- Expansion of client portfolio.
- Coordinate sales activities with other departments.
- Control and follow-up of objectives.
- Sales statistics analysis.
- Optimize sales projections.

Your profil

- Successfully completed studies in Business.
- Relevant professional Sales experience in flexible endoscopy.
- Availability to travel
- Strong communication skills
- Negotiation skills
- High analytical capacity
- High level of communication and dialogue
- Strategic thinking
- Energetic, dynamic, and motivated personality to face new challenges

What we offer?

- Homeoffice
- Good working environment
- Flexible work style
- Life, accident, and disability insurance
- Attractive salary package
- 28 days holidays
- Parking
- Electrical vehicle charging station
- Fresh fruits and free coffee