



phenox GmbH is a manufacturer specialized in the development, production and distribution of class III medical devices for the treatment of neurovascular diseases. Our innovative, pioneering and clinical tested technologies and solutions are used worldwide by neuroradiologists for interventional treatment of ischemic and hemorrhagic stroke. We provide a growing portfolio of innovative treatment methods – including technologies that have been approved for many years.

For the next possible entry date, we are looking for a

## **Territory Manager Italy (m/w)**

You will feel optimally challenged when you like to perform the following tasks:

- overall consultation of our Key Accounts in Italy
- demonstrate our technical demanding products with medical knowledge and understanding to physicians and medical specialists
- support of the practitioners in the intervention room or cathlab
- new customer acquisition and ensuring the growth of existing customers in Italy
- establish a medical network in Italy
- present our products on national, and if applicable, international congresses and fairs
- report to the Sales Director Southern Europe
- for this position, you are perfectly prepared when you have:
- at least 5 years of work experience in clinical sales or as an application specialist in the field of interventional neuroradiology, radiology or cardiology
- health care experience and a good technical understanding for complex medical contexts and devices
- based your sales experience on a university degree in natural sciences or an apprenticeship as medical technical radiology assistant (MTRA)
- high willingness to travel
- good knowledge of the Italian health care market and reimbursement ways for medical devices
- ability to work proactively, independently and self-reliantly
- a positive attitude, the will to succeed and strategic business thinking
- excellent communication and argumentation skills
- good user-level knowledge of MS Office (Word, Excel, Outlook, PowerPoint)
- fluent communication skills in Italian and English and/or German

We are well prepared for you if you want comprehensive on-job training, learning opportunities, flexible working hours, a fair and motivating salary system, individual development opportunities and perspectives in an expanding business. Furthermore, the job title, position, salary and responsibility will be adapted according to the candidate's experience.

Does this sound interesting to you? Then do not hesitate to send your complete job application with your possible entrance date and salary expectations to: [bewerbung@phenox.info](mailto:bewerbung@phenox.info) (phenox GmbH, Personalabteilung, Lise-Meitner-Allee 31, 44801 Bochum).

