

## Patient Monitoring Modality Leader, PMLS - EU

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Company: Mindray India

Location: Netherlands

Category: computer-and-mathematical

Location: Germany | France | Italy | Spain | UK | Poland | Netherlands | Romania |

Europe Patient Monitoring Modality Leader, Patient Monitoring & Life Support – Europe

Highly Competitive Salary + Excellent Benefits + Career Enhancement Reporting to EUROPE

PMLS Modality Manager As Europe Patient Monitoring Modality Leader - PMLS, you are the

expert for Patient Monitoring solutions in the European region. You will help drive the

strategy for the Patient Monitoring portfolio within Europe regions in conjunction with the

regional Patient Monitoring Modality specialist. You will be responsible for supporting the

regional teams for all monitoring related enquiries, and to deliver training where necessary.

This position requires frequent interaction with head-quarters, marketing , clinical

marketing ,sales, partners , customers, and other cross-functional team members. Travel

within Europe is also a requirement. Your responsibilities: Act as the expert for all Patient

Monitoring solutions for product support and responding to customers' clinical / technical

questions Develop and maintain a high level of product knowledge and competitive products

in business area Differentiate Mindray product offerings by conveying compelling value

propositions, and presenting solutions proposals Develop business and launch plan for new

products and drive implementation and execution in the regions Plan, coordinate and

participate in implementation of marketing activities of designated projects to ensure that

goals are accomplished within prescribed timeframe Provide regular customer and regional

feedback to upstream team and contribute to R&D Support local sales team and dealer

network in executing the strategy and identify new opportunities. Work with sales leaders and

account teams to increase prospects and drive closure of opportunities to meet sales, orders,

and margin targets Provide training to all account team members on strategy and product offerings Provide pricing strategy and ensure pricing compliance for segment opportunities Estimate date of delivery to customer based on knowledge of the company's production and delivery schedules, and work with the customer and internal Mindray team to help ensure seamless installation Represent the company at trade event meetings and congresses to promote product and company Support regional sales on sales opportunities and assist in driving sales to closure What are we looking for in you? Comprehensive experience of sales and marketing in healthcare industry in Patient Monitoring market Proven clinical and product expertise in Patient Monitoring solution Professional experience in sales support and training High level presentation and interpersonal skills; able to communicate and present ideas to customers in a way that produces understanding and impact that builds effective strategic relationships Negotiation, problem solving and influencing skills Act as inspirational leader with optimism, highly approachable and humble Ability to operate effectively in a multitasking, dynamic environment, while maintaining a forward-thinking and team oriented attitude Ability to energize, develop, and build rapport, collaboration, and influence at all levels within an organization Fluent in English – both written and spoken Ability to work in the country for which you have applied without the requirement for company sponsorship. What's in it for you? Mindray Europe, as part of the global Mindray business, offers a wide selection of bespoke benefits dependent on your location, along with a competitive compensation package and a commitment to a long-term working relationship. With industry leading training and development available to you, you are sure to have a highly rewarding and mutually beneficial, career with Mindray, in a culture that values honesty and fun! Our goal is to continuously improve and sustain an inclusive culture in which diversity provides deeper customer insights and creates a competitive advantage in the markets we serve. By attracting, developing, and engaging the best team of diverse, empowered associates, we help build success for ourselves and our customers. Follow us on LinkedIn Tweet us on Twitter @MindrayGlobal Check out our YouTube Page As English is our business language - please submit your CV and application in English. #LI-REMOTE

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