

OLYMPUS

Olympus (www.olympus-global.com) is the world's leading manufacturer of innovative medical and consumer optical and digital equipment with over 100 years of experience.

As a high-tech specialist within the Olympus Group, Olympus Surgical Technologies Europe is the development and production center for rigid endoscopy, bipolar high-frequency surgery, and instrument reprocessing. With a total of 2,600 employees at nine locations in EMEA and the main office in Hamburg, The company stands for top performance in diagnostics and therapy and offers the entire range of state-of-the-art endoscopic applications from products to procedure-oriented system solutions.

Our Purpose “Making people’s lives healthier, safer, and more fulfilling” is our reason for being, the ultimate outcome of our efforts that motivates us all to come to work every day.

In Latvia, we are a team of 7 people. Join Olympus Latvia team as a

TERRITORY MANAGER

Your role will be to connect with key players in the medical sector. You will have the opportunity to influence core processes in the medical industry as well as drive personal development and career progression.

Your job:

You will drive sales of the product portfolio in all accounts in Latvia and increase market share:

- proactively build customer relationships by regularly visiting specialist doctors
- demonstrate Olympus products, advise, and train staff
- analyze customer requirements and offer the best possible solutions
- prepare technical proposals according to customers' request
- ensure customer progression toward a deal and aim for customer satisfaction
- participate in procurement tenders

You'll be the right fit if you have:

- professional experience in sales of medical equipment requiring training of staff and practical demonstrations
- experience in selling technically complex projects through procurement tenders
- high customer, service, and sales orientation
- persistence and desire to achieve excellent sales results
- very good planning and organizational skills
- presentation and negotiation skills
- team player skills, enjoying contributing to a mutual benefit, working closely with colleagues
- very good oral and written knowledge of Latvian and English
- computer skills (MS Office)
- valid driver's license

The salary range for this position is 35-45K EUR/year (before tax deduction)

The final offer will depend on the experience and competencies of the selected candidate. The overall remuneration package consists of a fixed salary and bonuses together with other benefits.

If you want to get satisfaction from your work and gain valuable experience, send your CV in English to Talent Art: info@talentart.lv

For additional information, please call Talent Art consultant Dace Lace, ph.+371 29420171.

We will contact the candidates who will be invited to the next round.

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www.talentart.lv



OLYMPUS

True to Life