



Responsable commercial regional

 Permanent

 France

PRESENTATION

Peters Surgical, a French company, develops, produces and markets sterile single-use medical devices for the operating room and intended for surgeons.

European leader in medical devices, we have more than 750 employees worldwide. Our international dimension allows us to distribute our products in more than 90 countries.

As part of its CSR policy and aware of climate issues, Peters Surgical is voluntarily committed to a sustainable development approach in order to reduce its impact on the environment.

Joining Peters Surgical means integrating a dynamic structure and participating in the development of a company in full expansion. In this capacity, we are looking for a:

Regional Sales Manager

Sectors: 59-62-80-76-60-02-08

Reporting to the Sales Department, you will participate in the company's commercial development with hospitals and private clinics and will be responsible for achieving the objectives in your sector.

You will establish relationships of trust with your main contacts: surgeons, operating room staff, pharmacists, purchasing managers until you become a true partner.

You will develop the company's brand image in the sector by ensuring the satisfaction of our customers in accordance with Peters Surgical values.

Join Peters Surgical and participate in the development of our group in a flexible and inclusive work environment, based on trust and respect.

DESCRIPTION OF MISSIONS

Presence in the operating room, piloting of the tests to be implemented, management of appointments with pharmacists and decision-makers, responses and management of calls for tenders will punctuate your days.

1. Your main missions will be as follows:

- Promote the products in the range by emphasizing the benefits of our products/solutions and by making use of the tools provided by the support teams
- Conduct product usage demonstrations with operating room staff
- Identify and connect key contacts in the decision-making process within the establishments within its scope
- Analyze sales results and implement an action plan
- Respond, in close collaboration with the Markets department, to calls for tender and price requests
- Collect and transmit all user observations and relevant competitive intelligence elements
- Participate in sales meetings, training sessions and various conferences.
- Participate in resolving any disputes with customers
- Ensure regular reporting on your activity and results

SKILLS

- You are dynamic, organized and able to identify decision-makers and users of the PETERS range
- You are driven by a heightened commercial spirit
- You are able to analyze sectoral opportunities efficiently while organizing your tour plan easily
- Very significant development potential!

YOUR PROFILE

- **Experience:**
With proven experience as a Sales Manager in a similar sector and in the field of Medical Devices
- **Training:**
Graduate of a higher commercial training or medical training such as Nurse/IBODE
- **Languages:**
French
- **Additional information:**
Ref: RCR/CDI | candidature@peters-surgical.com