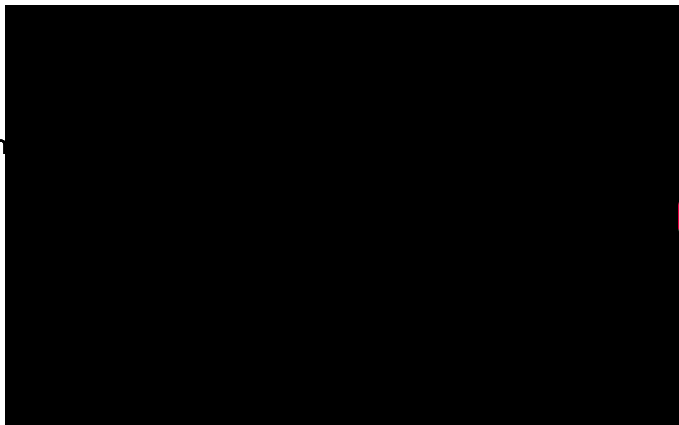


Permanent



**Responsable commercial regional**



Permanent



France

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## PRESENTATION

- 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**