

NordicNeuroLab, is a leading global supplier of hardware and software for functional MRI studies, used for evaluation of disease and injuries related to brain function. Our customers include hospitals, universities and research centers - and partners such as Siemens, GE and Stryker worldwide. NordicNeuroLab has over 40 employees and offices located Bergen, Norway (HQ), Milwaukee, USA and Seoul, Korea. Our employees are highly competent and have a diverse background from different disciplines. We offer excellent career opportunities in a young, and fast growing business.

Regional Sales Manager California

Job Description

NordicNeuroLab is searching for a Sales Manager in California with experience in the medical device industry, preferably in the MR or neuro field. The regional Sales Manager's primary responsibility is the growth of direct and indirect sales of our products within the state of California. The position will report directly to the General Manager for NordicNeuroLab Inc.

Tasks

- Independently managing a regional sales territory, increasing market share, and developing new accounts.
- Identify and target new customers, partners and opinion leaders.
- Establish positive long-term customer relations.
- Attend meetings and trade shows which may fall out of your geographically assigned territory.
- Responsible for setting regional sales budget and targets in collaboration with General Manager, Inc
- Create Sales Plan for the territory. The plan will contain both qualitative and quantitative information and contains information required to capture all available Sales opportunities in the territory - direct sales and partners.
- Close sales with new and existing customers to meet or exceed sales budgets and targets assigned for the territory.
- Arrange frequent customer and partner visits, demonstrations.
- Organize regional workshops in coordination with application specialists.
- Assist marketing communications with marketing materials, social media, etc.
- Provide product improvement inputs to application specialist team.

Qualifications

- Language: English fluency both written and verbal.
- Bachelor's degree, business and marketing majors preferred.
- Minimum 3-5 years of experience and demonstrated success in Sales.
- Proficiency with Microsoft Office and have CRM knowledge (e.g. salesforce).
- Ability to create and deliver product presentations - formal and informal.
- Experience with sales and marketing within a related sales environment.
- Experience selling capital equipment preferred.
- Self-motivated and proactive approach to managing a Sales territory
- Excellent oral and written communication skills
- Will be required to travel domestically on average 60-70% of the month

Contact

For additional information about the position as Regional Sales Manager - CA please contact:

Cathy Elsinger, General Manager NordicNeuroLab Inc,

E-mail: cathy@nordicneurolab.com

Tel: +1 262-337-0922

To apply for the position as Regional Sales Manager, please send your application and CV to sales@nordicneurolab.com

Mark your e-mail "Regional Sales Manager CA" <mailto:sales@nordicneurolab.com>