

Overview

Integrity Applications is the leader in the development, marketing and production of the non-invasive blood glucose monitoring devices.

We are looking for a highly motivated, talented and experienced business development managers to become a part of a professional team familiar with the diabetes arena.

Job Description and Responsibilities

- ✿ Manage and support the distributor's sales daily. Be an intermediary between the distributor and Integrity's operational model.
- ✿ Identify, develop and pursue (new) business opportunities with current and new customers (KOL network; diabetic associations, diabetic patients....) in collaboration with the distributor
- ✿ Coordinate promotional and business development activities, including sales planning, visits, reports and results in collaboration with distributors and in line with the requirements of the company
- ✿ Prepare sales goals with the distributor each fiscal year and track the progress to ensure that the objectives are met.
- ✿ Effective negotiation and persuasion skills
- ✿ Must possess solid critical thinking skills; must be able to anticipate and solve problems in a systematic manner
- ✿ Travels are required, sometimes at short notice

Required Education

- ✿ At Least Bachelor's degree in Marketing or Business
- ✿ MBA degree is an advantage

Required strong experience in the following areas

- ✿ Five years of business development experience in sales/marketing required
- ✿ Business development experience within the field of diabetes (pharmaceutical and/or medical device companies)
- ✿ Proven track record in sales and marketing