

Position : Account Manager

Location : Field based covering Dublin / South of Ireland

Wassenburg Ireland Ltd:

We have an exciting opportunity for an experienced sales account manager in the Healthcare sector with immediate start. There is an attractive package available for someone with a proven track record in sales. The candidate must have a good knowledge of medical devices, excellent interpersonal and communication skills, ability to work within a team and a high level of self-motivation.

Purpose of the role

The primary focus of the role is to promote our capital and consumable portfolio. To achieve sales targets set out for the Irish market and actively prospecting for new medical sales opportunities. Building, maintaining and extending contacts (customers/prospects).

We specialise in:

- Wassenburg offer the total decontamination solution and offer a range of equipment and consumables
- Temporary Endoscopy and CSSD decontamination units.
- The team are considered decontamination experts and offer a consultancy approach advising hospitals on best practice for instrument reprocessing, project planning and implementation.
- Wassenburg Endoscopy decontamination equipment providing high-level washer disinfectors and drying cabinets for flexible endoscopes with over 95% market share – Currently No. 1 on the HSE National Tender
- Nanosonics Ultrasound Decontamination equipment - Currently No. 1 on the HSE National Tender
- SMEG medical instrument washer range.
- Sidem TEE probe decontamination products.
- Pentax PlasmaTYPHOON storage and transportation solution.
- Full range of stainless steel medical decontamination products – Height adjustable manual cleaning sinks for Endoscopy / CSSD, Work Stations, Pass-Through hatches and more.
- Full range of decontamination consumables.
- Wassenburg accredited training academy offers a full range of training courses to provide professional education to our customers on the correct processes for decontaminating equipment recommended by the HSE and European standards.
- Servicing and validation of our systems in the field by our award winning experienced service team.

General description of activities

- The Sales Account Manager will have a good knowledge of the products and services and be familiar with their use and application. The successful candidate will be working with environmentally friendly products & chemicals in a point of care hospital environment.
- The role is challenging and requires the candidate to work away from home time to time throughout Ireland.
- Responsible for ensuring all processes run smoothly (from the first contact with the customer to the delivery and release of products) and for conducting or organising all associated actions. In doing so he/she will carry out the following activities:
- Support the launch of new products.
- Achieving sales targets set by Sales Manager.
- Conducting regular reporting processes in line with KPIs.
- Manage customer relations; Endoscopy, CSSD, Sonographer, Radiology, biomedical, Infection control, nursing and procurement departments.
- Leading and coordinating the installation of decontamination equipment and new chemicals.
- Participating in training days and conferences in the field.
- Providing product training to users and trainers.
- Receiving signals from the customer regarding the proper functioning and use of the equipment, and handling them in accordance with established procedures and standards.
- On completion of the activities a complete report of works and arrangements (visit/telephone/e-mail) must be made.
- Periodic consultation with the manager regarding planning and progress of the works.
- Responsible for populating CRM and other admin duties.

Specific and special job requirements

Good product knowledge is required. Conveying company policy to external parties in a positive manner. Flexible approach to ad-hoc activities, working and travel times. The inoculations required for performing the role must be obtained and maintained.

General remark

If you want to be a part of this exciting time at WASSENBURG Medical and be responsible for building and maintaining a highly effective sales environment that encourages performance excellence, coupled with personal and organizational growth, then please apply. We offer you a challenging position with an attractive and competitive package in an international fast growing organization. The description above is only a definition of the activities and not a definitive summary. On assuming this position, you are also obliged to perform all the activities which may arise and reasonably be assigned to you.

Full clean driving licence and fluent in English required.

Apply with CV to austin@tss.ie