

## **BUSINESS DEVELOPMENT MANAGER - HEALTHCARE (M/F)**

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### **JOB DESCRIPTION**

The BDM Manager will be responsible for identifying and developing new accounts while maintaining and servicing existing ones in the EMEA region.

### **RESPONSIBILITIES**

- Utilize various contacts and other information resources to locate and set up appointments with prospective brand new customers as well as new contacts or divisions within existing customer companies that fit within the target markets suitable for our services
- Collaborate and coordinate with project management team to capitalize on new business opportunities
- Meet sales targets
- Follow up on marketing generated leads from our strong web assets, trade shows and other activities
- Develop networks and contacts to sell into companies and organizations at a high level with an enterprise-wide multiple unit approach
- Develop strong product knowledge of all 3D Systems' capabilities in order to present a broad and reasonably deep overview of our offerings
- Also must be able to recognize when additional 3D Systems' technical resources are required to satisfy a customer's needs. Know how to effectively and efficiently utilize those resources
- Communicate and execute Sales Forecasts and Strategic Sales plans to management
- Ensure machines meet technical & regulatory specifications

### **PROFILE**

- Willingness to travel up to 70% in Belgium and EMEA region
- Bachelor's degree in Engineering or Business preferred
- At least four (4) years of technical sales or marketing experience in medical device or healthcare industry with a proven track record of significant and measurable success
- You have a network in Ortho, Spine, Cardiovascular, Veterinary and/or Dental
- Ideal candidate has technical sales and/or marketing experience in medical device or healthcare industry and has been involved in product planning and commercialization
- Ideal candidate has product development and manufacturing experience preferably in additive manufacturing processes, and/or polymer processing technologies (e.g. machining, injection molding, etc) and additive manufacturing processes (e.g. SLS, SLA, FDM, etc) and/or (metal) processing technologies (e.g. machining, etc.)
- Experience in creating presentations that translate product and benefits into measurable, quantifiable cost savings
- Technical sales & marketing expertise incl. strategising of sales approaches, reporting, strong communication, presentation, negotiation with all levels of customers and sales closure
- Strong knowledge of manufacturing processes, product development and flow through an organization and purchasing procedures is required
- Requires an ambitious and optimistic personality with an aggressive approach to selling, a reputation of integrity and a track record of creatively satisfying customer needs, a strong track record of developing and growing business with an existing customer base as well as aggressively pursuing new business through cold calls and other prospecting avenues
- Ability to communicate with engineering and/or manufacturing/purchasing teams
- Ideal candidate has experience in capital equipment sales
- Must be comfortable in a salary + commission sales environment with sales targets and quota expectations
- Fluency in English and ideally a second language (French, German, Spanish or Italian)

## **WE OFFER**

- A challenging job in a young and dynamic team
- A competitive salary and additional non-statutory benefits
- Career opportunities in a global company with exponential growth.

## **INTERESTED?**

Please send your resume and motivation mail in English to:

[BelgiumCareers@3DSystems.Com](mailto:BelgiumCareers@3DSystems.Com)