

3D Systems Leuven is looking for a motivated

BUSINESS DEVELOPMENT MANAGER – HEALTHCARE (M/F)

ABOUT 3D SYSTEMS LEUVEN

3D Systems Leuven is a dynamic and leading enterprise specialized in 3D printing of metal components. 3D Systems Leuven is not only a technology developer but also a technology user. This makes us a strong innovation partner for clients in the industrial, medical and dental sector.

With this technology we build up material in layers using a high intensity laser until it becomes a solid product. Unlike conventional production techniques this one does not render any material loss nor does it require any tooling. It does however enable the designers to manufacture very complex geometries which are not producible using the traditional techniques.

JOBDESCRIPTION

The BDM Healthcare will be responsible for identifying and developing new accounts while maintaining and servicing existing ones. The focus will be on the medical device market in the EU region.

RESPONSIBILITIES

- Utilize various contacts and other information resources to locate and set up appointments with prospective 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 the project management team to capitalize on new business opportunities
- 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 Quick parts/3D capabilities in order to present a broad and reasonably deep overview of our offerings
- Also must be able to recognize when additional Quick parts/3D 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

PROFILE

- Must be willing to travel and have sales calls and meetings. Travel 50-60% and mostly focused in Europe
- Bachelor's degree in Engineering or Business preferred
- 4 years or more experience in sales in the medical device industry or healthcare industry preferred with a proven track record of significant and measurable success
- You have a network in Ortho, Spine, Cardiovascular, Veterinary 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 moulding, etc.) and additive manufacturing processes (e.g. SLS, SLA, FDM, etc.)
- Experience in creating presentations that translate product and benefits into measurable, quantifiable cost savings
- Must be comfortable in a salary + commission sales environment with sales targets and quota expectations

INTERESTED?

Please send your CV and motivation letter in English to:

lore.blocquiaux@3dsystems.com