



...to Make a Difference

Transonic Systems offers employees the chance to make a difference. As a pioneering, high tech company, employees bring flow measurement benefits to: operating rooms where quantitative, intraoperative flow measurements confirm a surgeon's clinical observations before closure; to research laboratories around the world, where basic research sets the stage for medical advances; to dialysis units where measurements enable proactive vascular access management to extend the lives of ESRD patients. In short, application of Transonic flow measurement technologies saves lives.

...for Growth

Motivated employees enjoy an opportunity for both personal growth and professional advancement in a flexible, friendly, open, working environment. The company offers an excellent benefit package, along with recognition for individual initiative and accomplishment.

...for Quality of Life

Transonic Systems' headquarters is located in Ithaca NY (USA) and has an affiliate in Elsloo for the European market and an affiliate in Taiwan for the Asian Market.

To enhance our European business we are looking for a

International Distributor Manager

Primary Function

The primary responsibility of this position is to grow Distributor sales for Transonic's medical (clinical and hemodialysis) products. This growth to be generated from current markets and Distributors and also development of new regions and Distributor relationships. This would encompass the EU region.

Job description:

Duties and Responsibilities

- Manage, direct, develop and coordinate the sales and distribution relationship of Transonic Systems;
- According to strategy implement distribution in those areas not covered to date in close cooperation with the USA Leadership Team;
- Working with and facilitating the Research Distributor Manager's functions and strategies;
- According to strategy replace non-performing distributors in certain areas; • Collect and manage monthly forecast from distributors;

- Execute field visits to train and inform distributors, distributor sales force on products and marketing strategy;
- Manage distributor performance against objectives by visiting the market distributor;
- Train and motivate distributor sales force on Transonic products;
- Develop specific business plans per distributor and prepare and present this sales plan based on close working knowledge of the market and manage ongoing performance against plan;
- Formulate with the distributors a forecast and inventory requirement planning procedure for those markets not submitting forecast;
- Monitor distributor margins and pricing policies;
- Establish and maintain a good relationship with distributors and key organizations in the markets
- Perform market research on the established focus areas
- Analyze market trends and anticipate new opportunities; identifying potential new Distributor candidates as aligned with the defined strategies;
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Establish and implement short and long-range strategic goals, objectives, policies, and operating procedures.
- Visit and attend congresses
- All other duties as assigned.

Working Relationships

- Interact with and develop successful working relationships within USA Headquarter's Sales & Customer Service Dept as well as with internal and USA co-workers in other departments such as Marketing, Purchasing, Finance and Shipping/Receiving

Education and Experience

Knowledge, Skills and Abilities

- Exceptional organizational and planning skills required
- Demonstrated skills in MS Word, Excel, CRM, Outlook and PowerPoint
- Excellent, demonstrated written and verbal communication required in both Dutch and English.
- Ability to successfully coordinate and meet deadlines
- Strong analytical skills
- Strong interpersonal and collaboration skills with an ability to communicate at all levels within the organization, both internally and externally
- Detail oriented with excellent follow up and time management skills
- Adept at handling multiple projects simultaneously under pressure to meet tight deadlines

- Strong selling skills, knowledge of sales process and strong closing skills, preferably in the medical device arena
- Prior clinical experience, while not necessary, would be a benefit to this position

Supervisory Responsibilities

- No Direct Reports

Work Environment

- Office environment in Business Park Stein
- Travel is required

Interested?:

Apply by email, include your full resume and motivation to:

Peter Niessen, Independent Financial Counsel: Finance@Transonic.com, and Liz.Emig-Rosekrans@Transonic.com (Transonic Europe BV, Business Park Stein 205, 6181 MB Elsloo) .

**Acquisition as a result of this add will not be appreciated. (acquisitie naar aanleiding van deze advertentie wordt niet op prijs gesteld.)*