

Regional Manager Brazil

Job purpose:

Sells and promotes company products in Brazil by establishing distribution networks, developing new accounts, expanding usage of company products by current accounts in an effort to meet a sales quota based on company sales goals and to directly increase sales revenue of the company

Key responsibilities and accountabilities:

1. Develops and implements sales strategies by determining the relevant factors (e.g., product, competition and pricing needs) of existing and potential accounts to effectively promote the company's products to distributors, key-accounts, hospital and nursing homes.
2. Set action plans by analyzing quarterly and monthly sales figures and reports identifying the needs of particular accounts and discussing issues with Export Director to help the organization achieve its annual sales goals.
3. Define, develop and manage sales and technical divisions
4. Select product portfolio and related marketing materials for the country.
5. Apply and up-date product registration processes with ANVISA
6. Plan and carry out direct sales activities to agreed budgets, sales volumes, values, product mix and timescales.
7. Implement consistent marketing and strategy plan with overall aims and requirements of ArjoHuntleigh Export Division
8. Set customer performance benchmarking against agreed targets and budgets
9. Respond to and follow up sales enquiries from the area
10. Negotiate contracts and L/C to enable effective trading, operations and customer/supplier relations
11. Manage Account Receivables
12. Monitor and report on activities and provide relevant management information.
13. Carry out market intelligence, competitor and customer surveys.
14. Provide product training and to develop relevant knowledge and skills.
15. Manage financial and currency processes and transactions to optimise cost-effectiveness of activities.

Requirements:

Bachelor's degree plus 5+ years of related work experience with a strong understanding of specified functional area, or an equivalent combination of education and work experience. Advanced degree preferred.

Proven sales track records

Solid understanding and application of business concepts, procedures and practices. Works on problems of diverse scope where analysis of data requires evaluation of identifiable factors.

Exercises judgment within generally defined practices and policies in selecting methods and techniques for obtaining solutions.

Sound knowledge of a variety of alternatives and their impact on their business unit.

Influence/Leadership

Establishes and cultivates an extensive network of support to facilitate completion of assignments.

Participates in the development of less experienced staff by setting an example, providing guidance, and offering counsel.

Plans and organizes non-routine tasks w/approval. Initiates or maintains work schedule.

Exercises judgment in selecting innovative, practical methods to achieve problem resolution.

Works under minimal supervision. Independently determines and develops approach to solutions. Work is reviewed upon completion for adequacy in meeting objectives.

Excellent presentation, interpersonal and negotiation skills are essential

Frequent travels mainly in Brazil.

Language: English, Portuguese and Spanish

Function Sales & Service - International Markets

Business area Extended Care

Country Brazil

Company ArjoHuntleigh

Last application

date October 24, 2009

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© Getinge Published September 30, 2009 ,
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Published by Laurie Holmgren