



SALES REPRESENTATIVE VETERINARY - at Triticum Exploitatie B.V. - www.l-mesitran.com

About us

Triticum is an international medical device company and a global leader in the field of wound care management products based on honey. With headquarters in Maastricht, this company has been established in 2000 and has an international, competitive culture. The product range includes honey based wound care (L-Mesitran), lubricant jelly, swab sticks and alcohol prep pads.

Description

An exciting opportunity has emerged for a Sales Representative for the Veterinary market. You will be responsible for the development of new sales channels in primarily Europe. You must be highly motivated, competitive, solution oriented and results driven. You will create partnerships with strong organizations and grow revenue through the newly created partnerships. Your main responsibility is to put L-Mesitran on the map in the veterinary field.

Other responsibilities include:

- Add new partners;
- Acquire extensive product knowledge on the full range of the company's portfolio;
- Achieving sales targets and maintaining profitability;
- Implementing action plans to optimize business growth;
- Identify and maintain close relationships with wound care specialists, nurses and surgeons throughout Europe;
- Initiating, developing or delivering unique solutions for new business opportunities and improved outcomes for customers;
- Managing business processes (customer contract negotiation, price quotes, customer complaints, monthly reports and expense management);
- Providing cost forecasts and sales reports, monitoring industry trends and market regulations, sales calls, and objectives;

Profile

- Bachelor or Masters Degree in a relevant field
- Some years of direct sales in the medical (devices) field is preferred, but we encourage junior candidates to apply as well
- Fluent (verbal & written) in English

Conditions

A basic salary (depending on experience) and a bonus package

Contact

Motivation and CV must be supplied in English only. Send them to Mr. Falco Slegt, falco@mesitran.com , PO Box 370, 6200 AJ Maastricht. Should you have any questions, please email or call at +31 43 325 1773.