Remote Health Monitoring / Telecare Sales – Spain

Apply Now

Company: Chronos Consulting

Location: Spain

Category: computer-and-mathematical

Job Description

Our client is the manufacturer and seller of sensor systems for complete home health monitoring. Their product for senior care, displays and evaluates everything that happens in the home, a care facility, nursing home or a hospital and immediately and automatically notifies emergency responders in the event of a fall or a change in health and breathing patterns.

They are now looking for an experienced Sales Manager in Spain. This is a full time, home office based position with the possibility to extend the remit after initial success in the Spanish market.

Job Requirements:

Someone who is looking for an exciting, intensive, and demanding sales role, which requires high motivation, energy, and willingness to travel frequently (up to 50% per month)

About 5 years' experience in B2B customer interaction (biz-dev, sales) in the Spanish market.

Great team player, with ability to run solo where needed

High analytical capabilities

Excellent and fluent communication skills verbally and in writing– both in English and Spanish.

You have a strong network of relationships with municipalities, Telecare Dealers, distributors, health insurance, key opinion leaders and others in the industry.

Job Description:

Seek out sales opportunities in multiple channels: Municipalities, Telecare distributors, nurse call system providers, alarm systems, security systems (Trygghetslarm och larmmottagning), senior care facilities, and other relevant healthcare providers.

Identify and qualify potential partners / distributors / Dealers / OEM customers throughout Spain.

Generate interest, work closely with potential B2B customers and HQ abroad during evaluations.

Develop a network of partners and distributors for current and future products.

Monitor partners and distributors performance.

Set and update sales targets for local partners.

Participate in conferences, events, webinars, and different marketing events.

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