

## Surgical Sales Specialist

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Company: Hologic, Inc.

Location: Spain

Category: other-general

### **Role: Surgical Sales Specialist**

#### **Location: Madrid**

As a leading innovator of women's health, we at Hologic are empowering people to live healthier lives everywhere, every day. Our sales team is the face of our business, playing a vital role in increasing revenue, developing a strong impact on our brand reputation, and building long term customer relationships all amounts to our products reaching those in need. Working in partnership with marketing means our medical devices are at the forefront of customer's minds.

#### **What To Expect:**

Conducting sales calls and meeting with key decision makers to introduce/upsell our entire portfolio of products.

Building rapport with existing clients and new.

Presenting and working closely with surgeons, physicians, nursing staff, hospital administration, supply chain, payers, health care providers and other necessary to achieve sales objectives.

Providing surgical procedure and technical product support in surgery as well as ongoing customer service in accordance with company policy.

Keeping abreast of market information for your territory to ensure maximization of market share, product acceptance, and specifications.

Travelling across the East of Spain working within an team of experienced, driven sales professionals.

### **What We Expect:**

Ability to produce and execute a tactical Sales Plan.

Commercial experience of successfully selling capital and consumables within the medical industry, specifically within surgical, to sales forecasts.

Strong stakeholder management, building new business pipelines and upselling within existing clients.

Proven track record in exceeding forecasted sales targets.

### **So why join Hologic?**

We are committed to making Hologic the company where top talent comes to grow. For you to succeed, we want to enable you with the tools and knowledge required and so we provide comprehensive training when you join as well as continued development and training throughout your career.

We offer a competitive salary and annual bonus scheme, one of our talent partners can discuss this in more detail with you. From a benefits perspective, you will join our wide-ranging benefits policy including Pension, Health Insurance and many more!

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