



## Regional Sales Manager

**Competitive package with great OTE, car and an attractive company pension scheme.**

**Due to expansion and growth in the market, we here at Chemviron, are looking for a Regional Sales Manager for our Cloth division with a focus on the medical business.**

### About the Job

The successful candidate will drive the expansion of Wound Care Dressings, and the Cloth division globally working with a team of 3. The individual will work with the Global Sales Manager identifying, prioritising, negotiating, and relationship management with international distributors. You will represent the company's entire portfolio of products, although focusing on the medical sector. This is a customer-facing business development / sales position requiring significant travel and cultural agility and flexibility.

Knowledge of the leading distributors and hospital /clinical providers of NPWT, AWC, and associated medical devices is valued.

### Key Responsibilities

- Ability to travel internationally extensively from your home base in the North East of the UK, at least three times a month to the region you manage.
- Actively support the Global Sales Manager and the Senior Management Team in strategizing and analysing the international market, as well as sales forecasting.
- Manage and develop the distributor network, identifying new distributor leads, determining their viability and assisting the GSM in selecting appropriate distributors.
- Creating distributor plans and supporting distributor education and training.
- Coordinating exhibitions, and representing the company at trade shows.
- Assisting with training and helping to promote the company's full product line.
- Business development and achieve agreed sales targets through distributors and customers.
- To be the commercial and technical point of contact for clients.
- To drive commercial projects working closely with all relevant departments.

### About the candidate

- Proven track record in international account management and a background in medical device sales is preferred although not essential.
- Experience locating, developing and managing international distributors.
- Experience working closely with distributors, end-users and professional organizations/societies in a collaborative approach to identify and pursue best channels for growth of base business and introduction of new products/practices/concepts.
- Excellent communication skills, with strong preference for candidates who are multilingual.
- Life science degree preferable.
- Commutable to the North East of England
- You will bring a proven track record of success in your career to date and a genuine passion and drive to replicate that track record in this position. Have an enthusiastic and positive approach with a proactive, "can do" attitude, strong determination to succeed and the gravitas to work with a team in order to produce results.