



WE ARE HIRING

SALES REPRESENTATIVE

 For the regions of : Liège/Namur

 Permanent contract

Located near Liège, Belgium, KiOmed Pharma is a high-potential biotech company specialized in the research and development, manufacturing and commercializing of innovative medical devices and products for regenerative medicine.

KiOmed Pharma's product development pipeline is encompassing three medical domains: **orthopedics, skin regeneration and ophthalmology.**

KiOmed Pharma has the ambition and the resources to grow to a worldwide class and aim at getting to market approval (CE Mark) of its innovative pipeline of products in the upcoming years.

MISSIONS

- Present, promote and sell the injectable osteoarthritis product using solid arguments to prospective customers.
- Perform cost-benefit and needs analysis of potential customers.
- Establish, develop and maintain positive business and customer relationships.
- Ensure quick resolutions of customer issues and complaints to maximize satisfaction.
- Achieve the agreed upon sales targets and outcomes within the time schedule.
- Coordinate sales effort with team members and other departments.
- Analyze the market area/potential, monitor sales numbers and prepare status reports.
- Continuous improvement thanks to the feedback received.



PROFILE

- Minimum of Bachelor's degree in business, marketing or related field.
- Minimum of 3 years of experience.
- Proven work experience as a Sales Representative.
- Experience in OA treatment and network with orthopedic surgeons, sport medicine, PRM is a plus.
- Highly motivated and target driven with a proven track record in sales.
- Excellent selling, negotiation and customer service skills.
- Prioritizing, time management and organizational skills.
- Ability to create and deliver presentations tailored to the audience needs.
- Relationship management skills and openness to feedback.
- Native French speaker with excellent oral and written knowledge of English, good knowledge of Dutch is a plus.

OFFER

- A position within an innovative biotech company having a proprietary and unique technology targeting unmet medical needs in multibillions markets.
- An attractive package in line with the responsibilities and your experience.

**If you are interested by this proposition, please send your CV and motivation letter in English to the following address:
Arnaud.Loriers@kiomedpharma.com**

More Information :
www.kiomedpharma.com

