

## Sales Manager (m/f)

### Full-time position

HydrUStent is a start-up company focused on developing new medical devices. Bringing to the market innovative medical devices that improve patients' lives is our mission. Our growing portfolio is comprised by several technologies mainly used in the treatment of urologic disorders. We also offer services in medical device engineering that go from early concept to preclinical pilot batches.

**Job title:** Sales Manager

**Hours:** 1.0 FTE

**Status:** Full time

**Location:** AvePark – Parque de Ciência e Tecnologia, Zona Industrial da Gandra, Guimarães, Portugal.

### Your Responsibilities

- Undertake research on relevant business opportunities, funding streams and in response to specific tendering rounds according to the company strategies;
- Developing and managing relationships with key customer decision-makers including clinical, procurement, and materials management staff;
- Generate clients' data, solving their day-to-day queries, answering emails, and other customer-related interactions;
- Attracting new customers for the company through various promotional and advertising methods;
- Participate in meetings with potential partners/consultants, providing background research beforehand and assisting with any follow-up work.

### Skills and Experience

- Bachelor's Degree in related field, with previous experience in sales;
- Demonstrated business to business sales experience
- Proficiency in English (working language) (French and Spanish will be valued);
- Familiarity with medical device industry;
- Strong organizational, communication, and writing skills;
- Strong research and analytical skills;
- Attention to detail, high standards of excellence, ability to multi-task, and commitment to perform and execute all project activities successfully;
- Responsive, self-starter who takes initiative;
- Desire to learn about business;
- Willingness to travel (nationally and internationally).

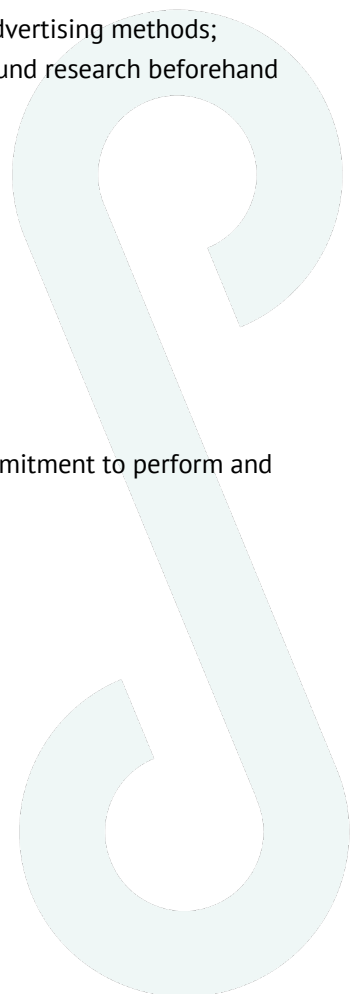
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## What we offer

- Opportunity to work in a dynamic, friendly and growing environment;
- Competitive salary (according to experience);
- Opportunity to access training and improve the professional skills in the Medical Devices field;
- An extensive network in the health care area with excellent partners that collaborate on innovative projects.

## Application process

Applications consists of sending a full curriculum vitae and a cover letter describing briefly how you meet the above criteria, outlining your interest and vision for the role.

- Applications shall be filed via e-mail **info@hydrustent.com** by 30 September 2019. When sending your application please include the email headline “Sales Manager – **Your name**”.
- Please indicate your earliest possible entry date as well as salary expectations.

For more information, please visit: [www.HydrUStent.com](http://www.HydrUStent.com)

