

We are looking for a motivated employee to join our team:

## **Country Manager Austria Sales & Marketing (f/m/d)**

full-time (40 h / week)

### **About Alma**

Alma Lasers stands for energy-based devices for medical aesthetics and cosmetics, such as highly specialized laser systems, modern radio frequency and ultrasound technologies as well as multi-functional platforms. With 25 years of experience in the market, we are one of the leaders in our industry in DACH and worldwide and would like to further expand this position together with you.

The main office of Alma Lasers GmbH with the European headquarters for technical support, the extensive marketing & clinical team and the main warehouse are located in Nuremberg, Germany. Further branches are based in Austria and Switzerland. With a team of about 40 people, we support our customers in all matters in the complete DACH region.

In your role as **Country Manager Austria Sales and Marketing**, you will report directly to the General Manager of Alma Lasers GmbH.

### **Your responsibilities:**

- » Building of the aesthetic operation in Austria
- » Structuring and organization of the sales and marketing department
- » Creation of sales and marketing concepts and strategies for the Austrian market
- » Successful delivering on enterprise quota targets
- » Achievement of sales budget targets (quantity, value, specific devices target)
- » Achievement of gross margin targets and of minimum average selling price (ASP)
- » Total cost responsibility and forecast responsibility
- » Definition of an optimal reporting system
- » Intensive contact with key customers and building of a KOL network
- » Training and coaching of team members, emphasize on talent development
- » Attending industry conferences and events periodically

## **Job Requirements:**

- » University degree in a technical or commercial field and/or technical/commercial vocational training
- » High level of initiative
- » High quality standards, reliability and experience in dealing with business partners and customers
- » Several years of experience in a similar environment of sales and marketing
- » We require experience in sales management
- » Relevant experience in modern, motivating employee management
- » Business fluent in German and English
- » Digital tools usage (CRM, BI, MS Teams, Netsuite, etc.)
- » Team player with a positive attitude, agility and a hands-on mentality

## **This is something you can look forward to:**

- » To work in a global company with a fast paced environment
- » Permanent employment with development opportunities
- » Flexible working in the „mobile office“, on the road and on site with customers
- » Varied and challenging field of activity in the subsidiary of a globally active company
- » Comprehensive familiarization with the product range of a world market leader
- » The opportunity to work independently and contribute your own ideas
- » Internal and external training for professional and personal development
- » Neutral company car with private use

**Have we caught your interest?**

**We are looking forward to receiving your application!**

Please send your detailed application documents, stating your availability and salary expectations, by e-mail to: [bewerber@alma-lasers.de](mailto:bewerber@alma-lasers.de)

If there are any questions about this position, please contact Mrs. Anna-Maria Otto-Seegel, Human Resources, via phone: +49 / 911 / 89 11 29-49.