

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

Director Injectables DACH (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 **Director Injectables DACH**, you will report directly to the General Manager of Alma Lasers GmbH.

Your responsibilities:

- » Building of the injectables operation DACH from scratch
- » Building of a team, developing and implementing processes and activities to successfully deliver on enterprise quota targets
- » Execution of corresponding sales, clinical and marketing activities
- » Generating qualified appointments and pipeline opportunities
- » Attending industry conferences and events periodically

Job Requirements:

- » 7+ years of Direct Sales experience in the injectables business
- » Previous experience in EBD (capital equipment) would be a big advantage
- » Excellent communication skills (written and verbal) as well as presentation skills
- » Experience in working with global teams
- » Strong ability to multitask
- » Adaptability, flexibility, positive energy, and integrity
- » Excellent problem finding and solving skills
- » Willingness to travel

This is something you can look forward to:

- » 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

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.