

## **TOP Medical Company Presentation**

TOP Medical consists of a highly experienced, uniquely qualified team of experts, experienced in the assessment and commercialization of medical devices.

In 2003, TOP Medical was founded by Jan-Willem Hendriks and Annemieke van de Weyer with the aim to identify new and innovative medical device companies and introduce them to the European, and more specifically the Benelux market.

In the following years, the company refined its strategy with a view to address also the growing market need for Clinical Trial Services, Logistics and Sales & Marketing Consultancy. Today, TOP Medical supports its customers in the various links of the chain from product idea to patient treatment, enabling new and break-through medical device technologies to enter the market timely and improve the quality of patient care.

This is accomplished by a team of qualified employees who respect the requirements and values of the medical environment.

Asahi Intecc, EPD Solutions, Shockwave Medical, Neovasc, Cameron Health, Direct Flow Medical, Invatec, Concentric Medical, ev3, Ablation Frontiers, Irvine Biomedical, CID, Velocimed, Werkmeister, Tryton Medical, and Toray chose TOP Medical to introduce their products in the Benelux countries.

## **The Position: National Product Specialist**

The Product Specialist is responsible for sales and clinical support of the products TOP Medical represents in the Belgian market both Flanders and Wallonia . The Product Specialist reports to the Marketing & Sales Director .

### **Function**

Product Specialist Belgium

### **Responsibilities**

- Reaching targets for assigned product groups and customers
- Initiate, maintain, and strengthen building relationships with existing and potential customers
- Schedule appointments (average 5 decision makers per day)
- Introduce, selling products
- Provide training and clinical lessons to (potential) customers
- Supervise the use of products on the Cathlab (30-50%)
- Establish and follow quotations
- Co-responsible for a constructive cooperation with colleagues in order to achieve an optimal market penetration
- Collect, interpret and channel of relevant market- and product data

- Manning the stands at asked congresses and symposia (booth duties)
- Participate in rayon discussion and sales meetings
- Figure as a contact for customers in the broadest sense of the word
- Planning and reporting

The Product Specialist is responsible to perform the above mentioned tasks correctly and according to the medical-ethical standards and values in order to realize the targets as agreed. The Product Specialist is authorized to negotiate within the predetermined margins

**The Profile: Requirements regarding education, experience and competencies**

- Bachelor working and thinking level
- Knowledge of, and experience with the medical sector (or affinity with the medical sector) is a pre but no must
- Knowledge of sales and sales techniques is a pre but no must
- No objection to wear scrubs and a lead apron (30-50% of the time)
- Dutch & English in word and writings. French is a plus
- Ambitious, honest and quality conscious
- Initiative, creative and independent
- Disciplined and perseverance

**Employment conditions**

Market in accordance with salary and good additional terms of employment.

**Why should candidates be interested in this job?**

We are a dynamic company known for introducing high quality innovations, especially within cardiology and electrophysiology in the Benelux. The products we provide help to optimize care: Doctors can treat their patients more effectively, safer, patient-friendly and / or more efficiently.

In practice, this means that we regularly work with new product technologies. However, due to the dynamics and innovative character of the product lines, the trust relationship with our customers is essential for achieving our sales objectives. Our customers must be able to trust at any time that TOP Medical provides added value through the products we offer, but also provides high quality product information and clinical support.

Our team believes in the importance of creating value for our customers and for themselves. They want to understand their customers and their products in to detail, so ultimately to create solutions in the interests of the patient. This requires entrepreneurship, a high sense of accountability and passion for your customers. The team of individuals who represent TOP Medical are our source of added value to our customers and underline the right of existence of our commercial business.



*To Optimize Performance*

If you want to devote yourself to passion, entrepreneurship and accountability, to have a conscious experience of professional and personal growth every single day, to become a source of added value by our team and customers, then TOP Medical is definitely the place to be.

TOP Medical celebrates her 17th anniversary in June 2020 and is from a financial perspective a very healthy organization.

### **Interested?**

Visit our website [www.top-medical.com](http://www.top-medical.com) to learn more about our company and products.

Do you want to apply for this open position, please send your curriculum vitae and motivation to [info@top-medical.com](mailto:info@top-medical.com).