

Area Sales Manager Poland

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Company: Align Technology

Location: Poland

Category: other-general

About this opportunity

The Area Sales Manager (GP) will build strong ethical business relationships with customers (General Practitioners) to ensure usage of our products and gain greater market share by focusing high value activity and selling. He/she will report directly into the General Manager Poland and will manage a team of Territory Managers and Inside Sales Representatives across Poland. The individual will be responsible for managing the Align business within their defined geography, with their primary objective being to achieve Operational Plan in line with company and country strategic objectives through the ongoing development of their team.

Preferred field-based location: Poland In this role, you will... Achievement of quarterly and annual sales targets/Operational Plan Management, direction, and motivation of Territory Managers and Inside Sales Representatives Team, including: development of sales plans, targets, and strategies and the removal of obstacles to success Evaluation and coaching of each Territory Manager – through observation during co-travel, frequent feedback and the analysis of data Evaluate levels of customers, product and systems knowledge via in-field assessment Provide appropriate training and field coaching as required. Ensure that Territory Managers manage accounts in their assigned territory via (Plan, Do Review) on a quarterly basis, with specific action plans depending on customer type Ensure management of incumbent territory base and customers Maintain a personal level of product knowledge and competence in Dental and/or Orthodontic medical equipment Maintain a high personal level of wider industry and business knowledge Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals Deliverables and Key

Performance Indicators Ensures the effective fulfillment of objectives and deadlines assigned on an individual and team basis Adherence to agreed team KPIs, including but not limited to Practice Events, Educational Recruitment, Call Rate and Business Planning KOLs management Prepare Business and actions plans In this role, you'll need ... Bachelor's degree Minimum of 8 years' sales experience essential with proven examples of leadership potential Experience within Medical device or Healthcare sales is desirable. Proven track record of on-target achievement as both a sales person and sales manager Excellent oral and written communication skills in English Ability to spot business opportunities and to persuade and influence others Advanced presentation and negotiation skills Previous experience sales planning and forecasting Experience in budget management

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