

Key Account Specialist US Lumify

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Company: Philips

Location: Warsaw

Category: other-general

Job Title

Key Account Specialist US Lumify

Job Description

Account Manager Lumify

is responsible for maximizing order intake, sales, prices realization and customer satisfaction whilst developing and optimizing the customer relationship for Philips Lumify.

Location: Warsaw (The Masovian Voivodeship)

Your role:

Being responsible for generating and qualifying sales leads/opportunities via inbound and outbound telephone calls and digital communication.

Achieving sales conversions to meet the defined business revenue goals.

Meeting or exceed lead to contact KPI's defined by the business.

Building relationships with prospective customers with the primary focus on lead generation and development of new accounts.

Seeking ways to broaden and expand the Philips product offerings to new customers while also raising the awareness and interest for Philips product portfolio and report on marketing trends.

Gaining account intelligence for new/existing accounts including: current equipment, number of units, decision maker and future plans.

Participating and advise in the development and implementation of Direct Marketing campaigns in various market segments in partnership with Business/Marketing colleagues.

Identifying new and emerging market opportunities and develop campaign strategies and priorities with appropriate Business/Marketing colleagues.

Providing administrative support for KAM/MSS teams.

To succeed in this role, you should have the following skills and experience:

2+ years of commissioned field sales experience with demonstrable history of quota achievement preferably with medical capital equipment.

Strong interpersonal/networking skills.

Financial selling skills, ability to develop and implement sales strategy in transactional sales environment.

Presentation, Planning, Flexibility Negotiation and Organizational skills.

Bachelor's Degree, or equivalent experience in business or medical related field.

Experience in a fast-paced, highly transactional medical sales environment.

Experience in sales or account management role, preferably within healthcare business.

Professional knowledge and experience in the usage of relevant marketing and sales techniques.

Advanced English and Polish language, verbally and in writing.

Ability to travel.

Experience in and knowledge of Ultra Sound would be a strong asset

About Philips

We are a health technology company. We built our entire company around the belief that every human matters, and we won't stop until everybody everywhere has access to the quality healthcare that we all deserve. Do the work of your life to help the lives of others.

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If you're interested in this role and have many, but not all, of the experiences needed, we encourage you to apply. You may still be the right candidate for this or other opportunities at Philips. Learn more about our commitment to diversity and inclusion .

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