

# YOU WANT TO CHANGE PEOPLE'S LIVES?

We at DIH do this every day.

DIH is founded with the mission to transform lives and inspire caregivers and patients through leading intelligent products & systems. With game-changing and innovative technologies that improve human movement therapy for millions of patients around the world.

Join us and become a part of the global leader to define the therapy standards of tomorrow.

## GENERAL MANAGER – DIH, USA

### ARE YOU INSPIRED BY...

- taking the overall responsibility for managing revenue and cost of our growing North America business and managing our local organization ?
- implementing successful Go-To-Market strategies for the game changing and innovative products from Hocoma and Motek?
- being responsible for our employees in Hocoma Inc and creating a truly high performing team?
- fostering customer relationships and references?
- building strategic partnerships with health societies and KOLs to expand our network in North America?
- represent our company at national trade fairs, congresses and symposia?
- establish connections to

health insurance companies, associations and interest groups to push our reimbursement activities in North America?

- cooperating with Global functions such as Product Managers and Business Unit Leaders to maximize commercial success and close feedback loops?
- improving the life of patients by giving access to advanced technologies in rehabilitation with every closed deal?

### WE MATCH WITH CANDIDATES WHO...

- are entrepreneurial, visionary and think strategically,
- have strong negotiation and communication skills,
- are able to see the big picture and have a result-oriented can-do attitude,

- are natural, inspiring leaders,
- empower and develop ambitious and talented people in their team and
- are passionate about being "out in the field" engaging and cooperating with customers.

### YOU HAVE...

- experience in a senior manager position in an international environment.
- knowledge of capital goods and sales experiences at high level, preferably in the healthcare industry.
- profound experience in guiding, coaching and developing an international team in a complex and fast-changing environment.
- a persuasive, winning personality and excellent leadership skills.

### Leading. Innovative. Reliable. Human. Integrity. Passionate.

That is what DIH stands for.

What do you stand for?

For information on our different brands, please visit our websites

[www.hocoma.com](http://www.hocoma.com)

[www.motekforcelink.com](http://www.motekforcelink.com)

Our office is in Norwell, Massachusetts but location of this role is flexible for the right candidate. DIH is an Equal Opportunity Employer and offers competitive salary and benefits. To be considered as an outstanding candidate, please include your **compelling motivation letter** with your application that points out why you match with us, and send it together with your resume to [personal@hocoma.com](mailto:personal@hocoma.com). Ms. Helene Teuscher, Tel. + 41 (0)43 444 22 00, is glad to answer your questions.