

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.

HEAD OF SALES HOSPITAL & CLINIC MARKET

WOULD YOU LIKE TO...

- Be in the forefront of providing advanced robotics Neuro-rehabilitation technology to rehabilitation hospitals and clinics across EMEA Region and India
- Drive growth in existing business across the Region together with your energetic sales team, through creating and implementing strategic development plans
- Manage and support sales partner network in the region?
- Develop key accounts customers and foster strong positive long-term relationship to ensure high level of customer satisfaction
- Work with key leaders and decision makers across hospital groups to understand requirements and craft the appropriate solutions for their needs

- Collaborate with sales support, marketing, other internal teams, and the solution teams to accomplish deliverables and expand the business
- Organize and participate strategically in high profile conferences, exhibition and congresses

WE MATCH WITH PERSONS WHO...

- Are positive, self-driven and entrepreneurial
- Have high energy and are enthusiastic and effective communicator to all audiences.
- Have a self-starter attitude and strong work ethic, with the ability to adapt to rapidly-changing environments
- Keep up to date on industry trends and provide competitive analysis to optimize strategies for growth

- Can travel extensively to build and expand new client networks across the region

YOU HAVE...

- Demonstrated success in commercial sales (preferably in the medical devices industry) across international territories
- The ability to monitor and analyze performance levels and incentives for the Channel Partners, keeping abreast of key regulatory updates, industry trends and changes in target markets
- The ability to develop strong, long term relationship by following appropriate sales methodology and using a hands-on, customer centric approach
- Ability to work effectively with a team across different cultures and geographical locations

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

www.motekforcelink.com

To be considered as an outstanding candidate, please include your **compelling motivation letter** with your application in English language that points out why you match with us and send it together with your resume to barbara.dobrilovic@hocoma.com.
Ms. Barbara Dobrilović, Tel. +386 (0) 1 236 13 30, is glad to answer your questions