

# YOU WANT TO CHANGE PEOPLE'S LIVES?

With game-changing and innovative technologies that improve research in movement therapy for the benefit of millions of patients around the world, we at Motek do this every day. Join us and become a part of the leading research brand to redefine the therapy standards of tomorrow.

## Business Development Manager “Research Market” EMEA

### Would you like to...

- strengthen the Motek Research Brand in EMEA
- sell directly to hospitals, medical centers specialized in orthopedic and neurological disorders, rehabilitation centers, universities and sports institutions
- challenge our sales partners
- consult and discuss gait- and motion analysis solutions with leading researchers and clinicians
- establish new sales channels and assist in developing sales strategies
- build a strong team with your peers and management in Slovenia, The Netherlands and Switzerland
- represent the Motek brand at trade shows, exhibits, congresses and symposia
- work and be successful internationally (traveling appx. 40%)

### We match with persons who...

- are hands-on and passionate to live their entrepreneurial skills
- are dedicated and convincing, have natural leadership skills and a keen perception
- communicate tailored to the specific needs of different external and internal stakeholders
- see the big picture and are motivated to contribute to the overall success of the company

### Your experience & abilities...

- a proven track record in operational and strategic selling positions in an international environment
- extensive knowhow in marketing and sales of high-tech industrial goods, preferably medical devices
- outstanding communication, influencing and negotiation skills, as well as excellent presentation skills
- fluency in the English language (spoken and written). Other language skills are a plus

### Additional experiences are a plus, such as...

- a PhD or a MSc degree in Biomedical- or biomechanical engineering, or Human movement science
- experience in gait labs, motion analysis labs or Virtual Reality labs
- an existing network in the European gait-or motion analysis community
- experience with European research grant applications

**Leading. Innovative. Reliable. Functional. Enabling. Passionate.**

That is what Motek stands for. What do you stand for?

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

For this position you will work from home

**Please send your compelling motivation letter** that points out why you match with us, together with your resume and photo to [barbara.dobrilovic@hocoma.com](mailto:barbara.dobrilovic@hocoma.com)

Mr. Bart Haaksman (+31 6 28 66 39 45) is glad to answer all your questions.

We only accept direct applications