

About MPS Precimed

MPS Precimed is active in the development and manufacture of instruments for orthopedic and trauma surgery and is part of the MPS Group, a Swiss-based company with approximately 500 employees. MPS is known worldwide for the quality, performance and reliability of its products and services. In line with its growth and internationalization strategy, MPS recently opened its American subsidiary in Boston. As part of our North American expansion we are looking for a mechanical engineer with specific training and/or experience in sales & marketing for the position of:

SALES MANAGER – ORTHOPEDICS, NORTH AMERICA

The main tasks of this position will be to:

- Build new commercial relations, as well as deepen existing customer relationships
- Increase business for new and existing products and services
- Promote MPS Precimed at trade events and direct customer meetings.
- Provide accurate records of territory and supply in line with management specifications
- Maximize sales of the existing product lines using accurate product knowledge and professional selling skills
- Identify upselling opportunities to extended product and service lines
- Work closely with surgeons and clinicians where possible to develop market and product knowledge
- Create a pipeline of new revenue channels to ensure consistent business development through the use of CRM
- Contribute to the commercial business strategy by identifying future trends and customer needs
- Actively participate in the development of the commercial budget
- Develop strong relationships with the various customer levels and departments (C-Suite, purchasing, R&D, production, quality)
- Monitor and analyse competitive services, price levels and performance

Qualifications:

- Successful experience in selling orthopedic products
- Engineering Degree (Preferred)
- Experience and relationships in the orthopedic OEM market space
- Knowledge of contracting and negotiating
- History of achieving sales quota goals and revenue expectations

Duties and Responsibilities:

- Work requires professional written and verbal communication and interpersonal skills
- Willingness to work a flexible schedule
- Able to demonstrate excellent analytical decision-making, and rigorous business skills
- Interpersonal skills and commercial sensitivity, customer centric and consultative selling experience
- Dynamic, motivated by success, and appreciative of international teamwork
- Autonomy, initiatives, and adaptability
- Commercial focus, supported by technical understanding
- This position requires a high willingness to travel (60%). Travel mostly within North America and Switzerland. Must be a U.S. citizen or a green card holder. French language would be appreciated but not essential.

Benefits of working for MPS

At MPS, you will enjoy great autonomy and freedom in the way you structure your work. The company is known for its open-mindedness and pleasant work atmosphere. Furthermore, we attach great importance to our principles of Corporate Social Responsibility in order to ensure a sustainable future for the company and our employees.

Send your application to Greg Bagnoud, CEO, MPS USA Inc., gregoire.bagnoud@mpsag.com