

YOU WANT TO CHANGE PEOPLE'S LIVES?

We at DIH (parent company of Hocoma) do this every day. With game-changing and innovative technologies that improve human movement therapy for millions of patients around the world. Hocoma is the global market leader for the development, manufacturing and marketing of robotic and sensorbased devices for functional movement therapy. The Swiss based medical technology company develops innovative therapy solutions working closely with leading clinics and research centers.

BUSINESS DEVELOPMENT MANAGER ASIA PACIFIC

Possible to be based out of Singapore, Malaysia, Thailand or Australia
Please check our product portfolio at www.hocoma.com before applying.

ARE YOU INSPIRED TO...

- Be in the forefront of **providing advanced robotics Neurorehabilitation technology to rehabilitation hospitals and clinics**
- **Promote and sell** our premium medical devices in the Asia Pacific Region. **Comfortable with sales targets**
- Define and **execute go-to-market strategic sales activities** in your territory
- Develop **relationships** with customers (Medical Doctors, Rehab Therapists, Medical Health Professionals, KOLs, C-suite) and ensure high levels of customer satisfaction
- Work with **key leaders and decision makers across hospital groups** to understand requirements and craft the appropriate solutions for their needs
- **Expand customer base** with new accounts
- Develop **Key Account** (healthcare groups) management strategy
- **Improve the quality** of life for patients with high technological medical devices
- Apply a multi-level selling strategy and build an effective sales pipeline

by implementing effective **project management skills**

- **Manage & Support Sales Partners (Distributors)**, including training, customers management and all commercial activities, including coordination with internal (service, logistics, finance, regulatory, clinical) and external stakeholders to successfully complete projects
- Organize relevant events and exhibitions and participate at symposiums and congresses in your territory

WE WANT PERSONS WHO...

- Are **positive, self-driven**, have high energy and are enthusiastic and effective communicator to all audiences with **strong good work ethics**
- Are **good communicators, take ownership, eager to win** and **customer-oriented**
- Are dedicated to motivate and interact with various interest groups on different levels
- Are **comfortable with sales targets**
- Are strategic thinkers and have a structured approach and like to work **hands-on**

- Can understand complex processes and **work effectively as a team** collaborating with internal stakeholders (service, logistics, finance, regulatory, clinical)
- Have an open and flexible mindset as well as the **ability to perform under pressure**

YOU...

- Have successfully completed a **diploma/degree education** or equivalent in sales, business, technical or clinical specialty, preferably in rehabilitation
- Have gained **extensive sales experience** (preferably in **rehabilitation** but not essential) in a capital equipment (healthcare) environment (**medical equipment** preferred)
- Have a positive, **winning** attitude and have strong interpersonal skills
- Are a highly motivated **team player** with good organizational and multi-tasking skills
- Are **results driven**, demonstrate a high willingness to achieve, and are open to travel 50-70% of the time
- Are proficient in IT skills (Microsoft Office) and digital savvy

Leading. Innovative. Reliable. Human. Integrity. Passionate. That is what **Hocoma (a DIH brand)** stands for. What do you stand for? Please check our product portfolio at www.hocoma.com before applying.

Get involved with our dynamic team! Please send your resume with relevant documents to Hr.asia@hocoma.com
Ms Laurentina Low, Finance and Admin Manager, Tel. + 65 6513 0580, is glad to answer your questions.