

# Let's get birth right!



Are you looking for a challenging sales role that makes a real impact on the lives of people?

We are Concord Neonatal<sup>®</sup>. We exist to help babies to win in the first minutes of life. Especially the ones that are born too soon or those who need extra support. The Concord Birth Flow<sup>®</sup> with the Concord Birth Trolley<sup>®</sup> is the first step, allowing to wait with cutting the umbilical cord until the baby is fully stable. A shock-free birth for every baby is our mission.

We are a startup company spun-out of Leiden University Medical Center. We have recently launched our brand-new product and have done first successful implementations. Our goal for the next years is to implement the Concord Birth Flow in a growing number of hospitals across the world. We are therefore looking for a:

## Sales Manager

### Your role

As our Sales Manager you will be performing direct sales activities for Concord Neonatal, focusing on Benelux, DACH, UK and Ireland. You will be responsible for customer satisfaction from lead generation to successful implementation. Your tasks include:

- Provide input for sales budget and plans;
- Provide input for pricing and business models;
- Manage the sales funnel;
- Generate and qualify leads, with new and existing customers;
- Perform direct sales activities and close sales orders for products and services;
- Monitor the implementation project, in cooperation with our training and service staff.

### Your experience & competencies

- Minimum of 3 years experience in a sales role in a medical device company;
- You preferably have a international network in the neonatal community;
- You are a sales person at heart and have experience with selling value, you are persuasive and have good negotiation skills;
- You are fluent in Dutch and English language, German is preferred.
- You are willing to travel.



### We are offering

- An inspiring, broad and challenging international role in a dynamic start-up environment;
- Work as part of a motivated team, driven by our mission to give baby's a shock-free birth;
- The unique chance to contribute to realizing an innovation with a great impact on babies and their families;
- A fair salary, that will be partially based on achieving sales targets.

Do you believe in our mission as much as we do and are you eager to make an impact together with us? Please reach out to Rianne Rotink via [jobs@concordneonatal.com](mailto:jobs@concordneonatal.com) with your CV and motivation letter.