

Company Description

Evolv is a medical device manufacturer that specialises in developing affordable rehabilitation technologies for neurorehabilitation, orthopaedic rehabilitation and geriatrics care. Our flagship product, VirtualRehab, is a CE certified pioneering cloud-based telerehabilitation platform that uses virtual reality, motion capture systems, and gamification and has been used by thousands of patients in 20 countries. It allows patients of all ages and levels of ability who are undergoing neurological or orthopaedic rehabilitation to receive virtual therapy sessions in clinics as well as in their home through our telerehabilitation service. Evolv is internationally recognised as a pioneer in the field of virtual rehabilitation and is now in a stage of growth at an international level. We currently work with international academic and clinical partners and have distributors in various parts of the world. Our goal is to grow our products suite and are preparing for major growth in the next few years and we are adding staff to key posts to help us achieve this.

Information

 **Deadline:** 2019-03-31
 **Category:** Business
 **Province:** Bizkaia

 **Country:** Basque Country
 **City:** Bilbao

Company

Evolv



Main functions, requisites & benefits

Main functions

- Fully understand the characteristics of the VirtualRehab product line and its benefits for patients and therapists who use them.
- Design and define together with the CEO the plans and actions necessary to achieve the annual objectives and methods to actively promote their execution.
- Lead the improvement of sales processes and after-sales services.
- Prepare annual sales objectives together with the CEO.
- Propose possible new lines of business and revenue opportunities.
- Use CRM to manage all contacts and business opportunities, support marketing efforts, prepare sales forecasts, track orders, etc.
- Respond to contacts through our website and other marketing channels.
- Prepare proposals and offers directly to customers.
- To actively search out new distributors in order to expand our international network of existing distributors.
- Work with distributors to achieve sales targets by country.
- Provide sales training and make visits when necessary.
- Participate in relevant fairs and events with other team members.
- Manage the client portfolio (hospitals and rehabilitation centers, patient associations, academic institutions, etc.).
- Organize appointments and product demonstrations with potential clients.
- Achieve and possibly exceed annual sales targets.
- Independently plan work agenda.
- Monitor the activity of the competition and the competitors' products.

Requisites

- Have a minimum of 2-3 years of experience in the field of sales, preferably in the healthcare sector.
- High capacity of Analysis and decision making.
- High level of autonomy.
- Good command of Microsoft Office programs (Word, Excel, PowerPoint) and Microsoft Dynamics.
- High level of English essential, both spoken and written. Will negotiate with international clients and partners.
- Experience in management of distributors (channel).
- Good working knowledge of new technologies (e.g. Virtual Reality) and new ways of doing business through them.
- Availability to travel.
- Have your own vehicle.
- University degree in Engineering (IT, industrial, organization, ...), Commercial Management, Business, etc.

Benefits

- Competitive salary.
- Help build a health-tech start-up in an exciting field with a growing number of international clients.
- Flexible working conditions.