



# Product Manager Benelux

**For business unit:**

**Critical Care  
Intravascular Therapies  
Cardiovascular & Surgery**

We are looking for a Product Manager to empower the Benelux sales force to achieve our strategic objectives. You will become our Critical Care and Intravascular Therapies products advocate. The ideal candidate has the ability to develop strong relationships with local and regional customers and Key Opinion Leaders (KOL). You will be able to identify the needs and the requirements of the Benelux market/Customers to promote our company's solutions and achieve mutual satisfaction. The goal is to contribute in sustaining and growing our business to achieve long-term success.

## Your Responsibilities

- Analyse the Benelux market and the competitor environment.
- Understand the customer needs through field visits with and without the sales team.
- Support the Business Unit Manager to create a marketing plan for the Benelux, aligned with the divisional strategies and expectations.
- Responsible for the launches of new products.
- Develop & coordinate the local marketing actions.
- Assure regularly product trainings to increase the knowledge of the Benelux sales team.
- Accompany the Account Managers during customer visits in order to provide technical product support and to attend workshops.
- Participate to congresses and symposia.
- Support our Customer Service and Account Managers in finding alternatives for back orders.
- Give product support and advices for public tenders in the Benelux.
- Analyse the sales results of your product range in order to identify the losses/profits and to develop an action plan.

## Your Profile

- Bachelor/master degree.
- Sales or marketing experience in medical devices/pharma
- Experience with products related to the business unit could be an advantage
- You speak very good Dutch and French. You have a good knowledge of English
- Self-directed and you can also work in a team
- Goal and result-oriented
- Solution-oriented
- Organized, Rigorous and eager to learn
- Maintain and develop permanently your professional and technical knowledge of your product range through self-study

## Our Offer

- Full-time position
- Dynamic environment with great development opportunities
- An attractive salary package with extra-legal advantages

## Are you interested ?

Please send your motivation letter and CV by mail to Paula Vanden Eynde (pvandeneynde@vygon.com).