

To fight against cancer,  
we need your talent



**IBA Dosimetry is a worldwide successful company within the Belgian IBA Group in the field of medical devices for the treatment of cancer patients. Besides factories in Germany we have offices in the U.S.A. and China. Our excellent reputation as market leader in our field is based on high quality, innovative products and a very strong customer focus.**

To develop IBAs position of Dosimetry products on the EMEA market, we seek

## Physicists and Medical Engineers as Area Sales Managers (m/f)

You will be responsible for the sales in the assigned countries. You will be responsible for a continuously increasing revenue by developing and building relationships with existing and new customers and distributors. Your home will be your office and your working place will be with the customers.

### Your Main Responsibilities:

- Delivering sales results by penetrating/growing regional customers
- Maintain and build Distributor Network
- Organize Sales and Promotion meetings
- Building relationships and develop full product line card knowledge
- Negotiate and close deals

### Your Qualifications:

- Technical Education (Bachelor) or similar
- Preferably education in medical engineering or physics
- Fluent in English
- Excellent communication and interpersonal skills
- 5 years experience from the radiotherapy market
- Good understanding of the sales process and account management
- Experience in international sales- and distributor management

You will be joining a multicultural team of dedicated professionals with a strong passion for result and quality. Please register your application on our homepage:

[www.iba-worldwide.com/careers](http://www.iba-worldwide.com/careers)

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