



Realize your vision as

Country Manager Benelux (m/f)

vision4health is a rapidly growing, innovative provider of laboratory diagnostics software and professional services. With customers throughout Europe, its head office in Switzerland and branch offices in Belgium, Germany, France, Great Britain and Austria, it is already one of the most influential businesses in the international market for laboratory systems. For our Belgian offices in Barchon (situated near Liège) we are looking for a Country Manager to reinforce our team.

Your role:

As Country Manager Benelux you are responsible for the positive development of your company and market in line with the business plan. You support the management team in its goal of a continuous, profit oriented market development. Your main duties are the following:

Manage the company „vision4health Belgium“

- Team Management of all Belgium/Netherlands employees
- Establish and manage a professional sales team
- Responsible contact person for all employee questions (HR)
- Responsible contact person for group management
- Responsible for budget and results Benelux

Customer development:

- Primary customer contact person for all sales issues
- Inform our customers about innovations with the objective of up-selling
- Establish customer specific roadmaps in terms of further projects including investment budgets
- Tender preparations and contract negotiations



Daily duties:

- Work out and implementation of country specific business plans
- Continuous market analysis and competition tracking
- Bring in customer requirements into the central product management
- Participate in permanent optimization of the different sales instruments
- Support the central marketing in the country-specific market cultivation
- Timely Reporting to the Head Office

Your profile:

- Experience in a comparable position
- Knowledge of the software distribution and service company management, advantageous in healthcare or diagnostic market
- Fluent in spoken and written English (company language)
- Experience in customer focused offer and contract negotiations
- Careful, quality minded work
- Highly independent
- Communicative, open minded nature
- Teamplayer
- Customer oriented appearance
- Highly motivated to move things forward

We offer:

If you are interested we are offering a friendly and lively working environment. Moreover you get the opportunity to play a leading part in a prosperous, innovative and international organization.

Have we aroused your interest? If so, we look forward to receiving your application. Send it to Eric Vaessen at eric.vaessen@vision4health.be, who is also at your disposal for any question you may have.