



Account Manager - Medical

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's and DPSS Lasers leading technology and products to end users within the assigned territory in order to achieve the company's sales goals. The ideal candidate will be a key player in rapidly achieving maximum sales growth in the United States and Canada all while maintaining profitability.

BEAM WITH US

- Use marketing generated leads, cold reach out, networking and other resources to consistently and efficiently contact people in the medical industry across various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline.
- Travel to customer locations whenever necessary, to promote Laserax's leading technologies, develop relationships and create business opportunities, as well as negotiate and close deals.
- Respond promptly and efficiently to customer requests and provide technical consultation and service to help solve their applications using Laserax's products in the medical, selecting and promoting the proper company products/services for their application.
- Clearly identify and communicate all customer needs and specifications to the Application Specialist team to prepare quotes.
- Ensure that opportunity pipelines are constantly up to date in the company's CRM.
- Manage day-to-day activities with little supervision and report the progress of all ongoing sales activities on a weekly basis and participate in developing forecasts.
- Assist in the implementation of sales and marketing plans by participating in tradeshow, technical events, in-house demonstration sales meetings and other sales events. Contribute to territory's strategic plan.
- Develop a thorough understanding of Laserax products and applications through workshops, webinars, and on-the-job training.

WHAT WE'RE LOOKING FOR

- Bachelor's degree in engineering, Life Sciences or a related field.
- Proven experience in medical device sales or a related field.
- 2+ years of experience in a commercial position for photonics medical equipment
- Excellent communication, negotiation, and interpersonal skills. Strong ability to create personal relationships with customers
- Excellent presentation, strong communication, interpersonal and negotiation skills
- Interest and aptitude to master Laserax's highly technical products.
- Hunter sales profile (growing market from scratch share and closing deals)
- Good understanding of customers, market dynamics and requirements in at least one of the medical industry.
- Able to work independently as well as part of a team in a dynamic and fast-growing business environment
- Willingness to travel 60% of the time, including the possibility of short notice overnight travel.

BEAMING YOU UP

We subscribe to the principle of employment equity and encourage women, Indigenous peoples, visible minorities, and ethnic minorities to apply for our job posting.

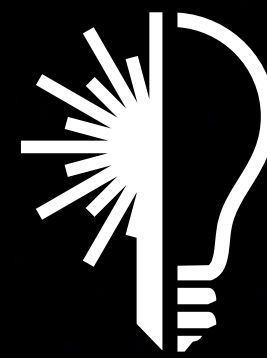
WE'RE PUSHING BACK LIMITS SINCE 2010

Laserax designs and distributes cutting-edge laser systems. Our high-performance industrial solutions enable laser marking, cleaning, welding and texturing, among others in factories in a variety of sectors. With projects in more than 25 countries, we know how to shine throughout the world.

THE VALUES THAT MOTIVATE US EVERY DAY



PRIDE



INNOVATION



FUN

[**APPLY HERE**](#)

WHAT WE OFFER



**Advantagous working conditions,
including a flexible schedule,
a range of comprehensive insurance,
and more**



**Importance given
to your internal journey
and your professional influence
within Laserax**



**Being at the heart of
innovation in a fast growing
company**

**Great
Place
To
Work.®**



**Varied regular and unifying
social activities
and for all tastes**



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