

Key Account Manager DI/IGT (Medical Device) Iasi

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Company: Philips

Location: Romania

Category: other-general

Job Title

Key Account Manager DI/IGT (Medical Device) Iasi

Job Description

Responsible for developing and driving profitable long term growth in the accounts in the territory of Romania. Key Account Manager maximize profitable sales and customer satisfaction, selling all DI, IGT Philips HS and applicable Philips products, systems, services while balancing short and long term business goals.

Your role:

Develop and drive credible and productive long-term relations at the appropriate organizational levels and disciplines, in order to maximizing the value (top- and bottom-line) of the short & long term business goals of Philips Health Systems

Develop good understanding of the customers (business model) and their and our applications to maximize business opportunities

Develop, coordinate, implement and drive the account plan, including tailored value proposition

Negotiate / generate agreement with the assigned accounts, coordinate and drive

account, and Philips promotion

Responsible for the sales forecast at the assigned accounts.

Accountable for maximizing order intake, sales (incl. POS Service Contracts) and price realization at the assigned accounts within the district

Responsible for filling the funnel management tool and systematically analyzing win & loss deals, expectations, customer satisfaction (NPS), market, competition and trends

Realize internal and customer alignment

Realize planned turnover, costs and profitability. Lead the country account team and drive other disciplines such as Project Management, Operations and Customer Services

Collaboration with channel partners where required

Support the cluster / regional team to implement strategic sales / services solutions (Care Cycle, Philips HS Solutions, strategic account management) at district level

Ensure that completed quotations are based on a solution / configuration compliant to specifications validated by the Business, and it is properly reviewed by operations (Project Management) for feasibility and accuracy prior to being issued

You're the right fit (4x bullets max)

4+ years of experience in Medical Device business

Proven track record on sales skills

Minimum BC Degree

Good level of Romanian language + Fluent in English

About Philips

We are a health technology company. We built our entire company around the belief that every human matters, and we won't stop until everybody everywhere has access to the

quality healthcare that we all deserve. Do the work of your life to help the lives of others.

- [Learn more about .](#)
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If you're interested in this role and have many, but not all, of the experiences needed, we encourage you to apply. You may still be the right candidate for this or other opportunities at Philips. Learn more about our commitment to diversity and inclusion .

#LI-EU

#LI-Remote

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