

Medicontur is a **leading company** in the **ophthalmic medical devices sector** with over 30 years of experience in manufacturing high quality **intraocular implants**. We are globally represented in over 50 countries and are very proud of having restored the visual performance of over 5 million patients across the world.

At its headquarter located in Budapest (Hungary) and its international offices located in Geneva (Switzerland), Lyon (France) and Brno (Czech Republic), Medicontur brings together men and women from a great variety of professional backgrounds to support the mission of providing **innovative solutions** for ophthalmic practitioners with the **patients benefit** always at the centre of our minds.

To support growing market demands, Medicontur is now looking for an ambitious and entrepreneurial export manager to facilitate international growth around a very unique and innovative product portfolio. The title of this position:

Export manager, CIS countries

Tasks:

- Meeting the immediate and future needs of selected accounts, understanding their business priorities and challenges to maintain positive relationships and growth
- Identify / exploit sales opportunities by adding more value through products and services and the **deployment of multibrand strategies**
- Define / implement profitable sales and **business strategies and goals** for accounts, regions and markets
- Actively **track and report** on the progress of the account performance using agreed regional goals (KPIs)
- Establish new partnerships and create selected brand awareness for targeted markets in collaboration with the marketing team
- Plan educational roadmaps for accounts in collaboration with product management
- Undertake market research and analytics, develop and document account-, market- or region specific data within a CRM system

Requirements:

- **5 years of experience in medical devices / pharmaceutical B2B sales or product mgmt**
- University degree (Ba/MSc/MBA)
- Problem solving competence and ability to work independently, result-oriented
- Mandatory fluent in Russian & English
- Work permit across Europe / permanent residency
- Willingness to travel internationally (60%)

Advantages

- Optics background, ERP and CRM know-how
- Business degree with strong technical mindset or technical / medical degree with sales experience
- Intercultural understanding
- Hungarian Residency

What we offer:

- Dynamically developing area of activity
- Opportunity to participate in conferences, trainings, exhibitions and professional events
- Recognition of the latest technologies
- Young, energetic team

Workplace:

- Budapest XI. district

If you are interested in the position, please send your CV and motivational letter to career@medicontur.com