

We are looking for two new teammates!

This is us

In 2020, VOI, BioMedtrix and KYON have joined forces and form a leading global veterinary orthopedic group that complement and strengthen each other. Collectively, we now serve more than 50 markets around the world.

Movora is a global company focused on the advancement of animal health. Rooted in veterinary orthopedics, Movora's foundation is built on three decades of advancements in animal mobility. Movora utilizes legacy expertise to deliver a broad range of innovative products by bringing together key leaders in veterinary medical technology to deliver progressive solutions.

To strengthen our position in the veterinary orthopedics market and to accelerate the success of our fast-growing company, we are looking for a

Sales Director Italy

Your mission

The Sales Director is responsible for overseeing external sales activities in Italy to profitably grow the business. This involves setting and achieving financial goals, strategic planning, targeting and growing new accounts, managing account relationships, managing and developing people, training, and improving processes

- Develop, maintain and extend customer relationships in accordance with Movora's strategic objectives
- Responsible for helping to build the company's brand by devising an effective territory and marketing strategy to gain market share within Italy
- Correspond with Key Opinion Leaders and customers to provide information on new products, upcoming labs and promotion and obtain customer loyalty while growing revenue
- Keep detailed records of correspondence with current and prospective customers in a CRM system
- Remain knowledgeable and up-to-date on changes and developments in the Veterinary Orthopedic Industry
- Monitor competition

Your qualifications, skills and professional experience

- University degree in Business, Marketing, Medical Technology, or related field
- At minimum 5+ years relevant sales experience required; medical/veterinary/orthopedic field preferred
- Proven expertise in selling strategies and methodologies, able to translate sales strategy into specific deliverables and manage and capitalize on multiple sales opportunities
- Experience working with HubSpot or similar CRM
- Proficient knowledge of Microsoft Office software applications
- Customer focused with strong client-facing and verbal/written presentation & communication skills as well as strong phone contact handling ability
- Able to personally provide high level of interactive service to targeted customer base as well as proven relationship building and inside sales experience
- Highly motivated team-player with ability to develop and maintain collaborative relationships with all levels within and external to the organization
- Select, train, develop, coach, mentor and retain a highly motivated sales force
- Ability to work independently with strong self- and time-management as well as problem-solving skills
- Excellent verbal and written communication in Italian respectively German and English any additional language is a plus
- Up to 80% travel

- Own car and valid driver's license are required

We offer you

- A diverse field of activity in a dynamic emerging company with a refreshing spirit
- An international environment, a young team that appreciates open, cooperative exchanges and supports each other
- We foster an environment where everyone thrives for better solutions and can achieve their full potential
- Conditions of employment in line with the market and opportunities for further personal development
- Remote work

We are looking forward to receiving your full application including an informative motivation letter by email to

patricia.kaelin@kyon.ch

Contact
us



KYON

