

We are looking for new teammates!

This is us

In 2020, VOI, BioMedtrix and KYON have joined forces and form a leading global veterinary orthopedic group Movora - 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. The group utilizes legacy expertise to deliver a broad range of innovative products by bringing together key leaders in veterinary medical technology to deliver progressive solutions.

Movora embodies a philosophy of always caring. Anticipating consumer needs and offering reliable solutions, alongside education, provide our customers value beyond product. We are proudly forward thinking. We prioritize reinvention, individuality, and always making the next leap in innovation.

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 Representative ITALY

The sales representative is primarily responsible for developing relationships with key customers and prospects and achieving specified sales goals with the region Italy. This involves identifying and closing new business, building relationships with major accounts in the region and advocating their needs internally using all resources available.

Your mission

- Develop, maintain and extend customer relationships in accordance with Movora's strategic objectives
- Work within assigned region remotely, to seek out and identify opportunities with new customers to increase market share and brand loyalty
- Define targets, research and actively pursue client relationships involving sales and customer service team as needed to help build market share working closely with the sales director
- Act as primary point of contact for customers assigned as well as conduct suitable meetings (face to face calls and video/teams calls) to customer base to achieve annual goals as set by the business
- Identify, prospect, and generate new leads through various channels, including networking, cold calling, and attending industry events
- Understand client needs and business objectives to present tailored solutions and effectively communicate the value proposition of our products/services
- Collaborate closely with the marketing and technical teams to provide market insights, customer feedback, and contribute to product development
- Work closely with the sales director on key account coverage
- Partner with assigned customers to introduce new products, review past order history and help with ROI for their business to increase Movora brand loyalty within Italy
- Oversee maintenance of assigned customer files, including general correspondence, record maintenance and estimates within customer database
- Assume responsibility for annual objectives related to the achievement of the regional financial expectations (the annual budget)

Your 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 Sales/Customer Service and problem-solving skills.
- 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
- Excellent verbal and written communication in Italian 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 motivated team that appreciates open, cooperative exchanges and supports each other
- The opportunity to take responsibility, help shaping and implementing solutions
- Conditions of employment in line with the market and opportunities for further personal development
- Take part in several fun team events

We are looking forward to receiving your informative application including a motivation letter per email to patricia.kaelin@movora.com