

# YOU WANT TO CHANGE PEOPLE'S LIVES?

We at DIH do this every day.

DIH is founded with the mission to transform lives and inspire caregivers and patients through leading intelligent products & systems. With game-changing and innovative technologies that improve human movement therapy for millions of patients around the world.

Join us and become a part of the global leader to define the therapy standards of tomorrow.

## BUSINESS DEVELOPMENT MANAGER HOSPITAL MARKET – UPPER MIDWEST USA

### ARE YOU INSPIRED BY...

- selling our premium medical devices in the USA
- developing sustainable relationships with customers and ensuring a high level of customer satisfaction
- being part of the team, which defines and implements our sales strategies
- building a strong team with your peers and management in USA, the Netherlands and Switzerland
- organizing local events and exhibitions and participating at symposiums and conferences
- building an effective sales pipeline

### WE MATCH WITH PERSONS WHO...

- are good communicators, have natural leadership skills and work customer-oriented
- are dedicated to motivating and interacting with stakeholders on different levels
- are strategic thinkers but also like to work hands-on
- are resilient and can handle a large number of ongoing projects with long sales cycles
- are strong team players with exceptional organizational skills
- have an open and flexible mindset as well as the ability to stay focused under pressure

### YOU HAVE...

- at least 2 years of experience in capital equipment (medical device sales preferred)
- minimum of a bachelor's degree or equivalent in sales, business, or a technical or clinical specialty
- deep interest in the rehabilitation market, including finance and operations
- willingness to travel 50% - 70%, including some weekends
- proficiency in MS Office (Excel, Word and PowerPoint) required, with database management skills

### Leading. Innovative. Reliable. Human. Integrity. Passionate.

That is what DIH stands for.

What do you stand for?

[www.dih-tech.com](http://www.dih-tech.com)

DIH is an equal opportunity employer and offers competitive salary and benefits. To be considered as an outstanding candidate, please include a compelling cover letter with your application which points out why you match with us and send it with your resume to

[info.us@hocoma.com](mailto:info.us@hocoma.com).

For information on our Hospital Market brand, please visit our website at [www.hocoma.com](http://www.hocoma.com)