

We are looking for a skilled Application Specialist Flanders and Brussels.

Is it your passion to demonstrate products and train nursing staff?

Do you feel natural in speaking before and teaching a group of people?

Are you a positive minded and solution-oriented person?

Then you're our specialist!

Application Specialist

As Application Specialist you are the first point of contact for the customers with regards to technical product specifications. In this position you report to the Managing Director, and you work closely together with your colleagues from sales, customer care and marketing. In order to perform well in this role, you have a scientific background as a (dialysis) nurse and potentially gained some experience in the medical device industry.

MAIN RESPONSIBILITIES

- Develop training modules to increase medical and scientific, analytical, and customer-oriented competencies
- Monitor, evaluate, or record training activities or program effectiveness
- Organize, or develop training procedure manuals, guides, or course materials, such as handouts or visual materials
- Present information using a variety of instructional techniques or formats, such as role playing, simulations, team exercises, group discussions, videos, or lectures
- Building on a sustainable cooperation and partnership with the hospitals
- Supervising trial placements and implementations
- Training and providing clinical support to users and internal colleagues
- Supporting the commercial process
- Pre-sales activities at existing and potential customers
- Supporting the Account Managers in the sales process as "product specialist"
- Providing sales presentations and product demonstrations
- Keeps all relevant product documentation up-to-date and knows how to translate features into advantages and benefits for the customer
- Gathering and sharing knowledge of the market within the marketing department
- Continuously keeps track of new trends.
- Represents the company on events.

SKILLS AND PERSONALITY

- Bachelor as nurse
- Preferably experience as a dialysis nurse
- Preferably knowledge of hospital organizations (organizational structure, common processes and procedures)
- Ideally the person we are looking for has already a first experience as Application Specialist
- Flexible mindset considering his/her agenda
- Fluency in Dutch, knowledge of English and French is a plus
- The person we are looking for also has the following qualities: good ability to ask questions, clear wording (written and oral), creative (thinking outside the box), independent, representative and strong organizational skills (project management and setting priorities).