Health Care Sales Manager, North America
North America

With over 30 years’ experience, GVS Group is one of the world’s leading manufacturers of filters for application in the Medical, Laboratory, Automotive, Appliance, Safety and Building Filtration sectors. The origins of GVS initially focused on medical filters for blood and IV solutions. Today GVS provides a wide range of innovative products, including standard and custom devices for laboratory filtration, anesthesia, intensive therapy, and respiratory medicine.

GVS is looking for a highly motivated, organized, target driven and technical individual to be involved in each step of the sales process from the initial quoting stage to the coordination of resources to ensure project timelines are achieved.

Roles and Responsibilities:

- Perform all financial analyses to determine costing and quoting utilizing GVS development tools.
- Act as a liaison between customers and all levels of the organization from Customer Service to Quality Management to resolve complaints or issues in a timely manner.
- Possess and execute strong project management.
- Research and collect pertinent data/information to be used in accurate sales forecasting.
- Manage and assist with budget forecasting.
- Discover and investigate new business opportunities using various methods, such as cold calling and attending trade shows.
- Maintain good relationships with existing customers through regular phone contact, e-mail and customer visits.
- Develop strategies to create incremental business opportunities.
- Accountable for individual sales number achievements.
- Educate self on the most up to date medical/pharmaceutical markets in order to create new innovative solutions to develop GVS business.

Skills and Qualifications:

- Bachelor’s degree in Mechanical, Engineering or other technical discipline.
- Medical device and/or OEM experience preferred.
- 5 years outside sales experience required.
- Business to business experience preferred.
- Excellent verbal and written communication skills.
- Ability to speak Spanish, a plus.
- Detail oriented and highly organized with the ability to multitask and prioritize.
- Experience forecasting and budgeting sales.
- Ability to travel 50% of the time, requiring overnight stays and may be required with very short notice.
• International travel may be required.