



## Company profile Robot Care Systems

Robot Care Systems develops and markets support devices that help people to live an independent and more active life. We make robotics technology available and applicable for everyday users as well as for the healthcare organisations and companies. Our robots find their way to endusers through rehabilitation clinics, healthcare organizations and physiotherapists. We are a young subsidiary of Robots Robots Company and have very strong collaboration with our sister companies Robot Security Systems (RSS) and Robot Engineering Systems (RES).

The highly educated RCS team gladly collaborates with research partners from universities and research institutes and business partners from home and abroad. Decisiveness and a bright vision of the future characterize our products; that is why we are also actively looking for partners, distributors and sales channels for our care robots, both nationally and internationally. We strive not only to develop and construct robots: we want to make sure they become the part of the whole world!. ([www.robotcaresystems.com](http://www.robotcaresystems.com) )

**WE ARE LOOKING FOR :**

## **Senior Account manager**

### **Are you interested to bring innovation to the care market?**

Are you a highly experienced account manager with knowledge of the care market? Does your strength lie in organization, planning and effective communication? Are you being excited to set up successful sales concepts and processes? Are you familiar with the structures within the EU healthcare systems in general and more specifically in the Benelux and you know the DMU'S? Than we are looking for you! As the senior account manager you will be responsible to set up and expend new business lines of our healthcare solutions. Through your commercial experience you initiate and maintain new customer relationships and look for opportunities to expand our services. With your knowledge you need to come to the best solution for the customer.

Your responsibilities include, but are not limited to the following:

- set up a sales team
- set up a database of new both national and international customers
- visit new (and existing customers) for new or additional services
- make appointments with prospects;
- offer commercial and product ideas;
- identify market trends (competitors, references, prospect file);
- respond to tenders in accordance with the applicable price and performance strategies within RCS;
- provide presentations to large groups of participants;
- adequate marketing skills (market and product knowledge).

### **Required experience and skills:**

- MSc/BSc/HBO commercial/business degree
- Minimal of 5 years of relevant commercial experience in the healthcare.
- Experience in setting up and leading sales teams
- Excellent communication and writing skills in Dutch and English;
- You are entrepreneurial, analytical, flexible, results and solutions;
- Exceptional accuracy and reliability, we work with a CRM package.
- Preferred experience in working with international and innovative teams
- Affinity for working with technology
- You are not afraid to try something new: We are selling robots! This requires entrepreneurship and perseverance,

### **Most important contacts**

#### **Intern**

- Sales colleagues
- Director
- Operational manager
- Technical support

#### **Extern**

- Buyers
- Rehabilitation doctors
- Fysio/-Ergotherapeuts
- Rehabilitation hospitals
- Care Institutions
- Distributors

### **What can you expect from us?**

In Robot Care Systems we are offering a job with lots of responsibility and autonomy, within a highly motivated team. Working at our company means working in a dynamic environment with unique products. Plenty of room for development, growth and above all fun!

**Additionally we are offering:**

- A challenging and dynamic job;
- A competitive salary in accordance to the job challenges (depending on experience);
- Excellent secondary benefits;
- Possibility for personal development
- Amazing colleagues.

**How to apply:**

Do you recognize yourself in the above description and are interested to work with us? Let us know then and send us your CV and motivation letter to [M.rudinac@robotcaresystems.com](mailto:M.rudinac@robotcaresystems.com) . We will respond as soon as possible and invite you for a further talks.