

Position: US Business Development Manager

Contact person customer

Armin Nowack – *Managing Director*
Christoph Venne – *Head of Global Sales*

About the Company

Barkey is a German, globally active family business in the second generation, specialized on medical technology in the field of warming devices with a clear goal: prevention of hypothermia.

Barkey GmbH & Co. KG was founded in 1980 by Volker I. Barkey. Today the management consists of the partners Thomas and Christian Barkey as well as the managing director Armin Nowack.

Our portfolio includes devices for thawing or warming of plasma (FFP), blood and stem cells, for heating and preheating of infusion solutions and textiles as well as for heating baby food and for pasteurizing breast milk. Barkey devices are used in anaesthesia, blood banks, intensive care units, operating theatres, recovery rooms, pediatric and neonatal wards in more than 60 countries.

Job description

The US Business Development Manager will independently take care of the assigned countries. One focus here will be on the expansion of business fields, distributor management and the active implementation of the 2020-2023 strategy.

The jobholder reports to the Head of Global Sales and works from his or her home office.

- Analysis of the assigned export markets and creation of correspondingly adapted market access strategies
- Creation or compilation and preparation of the necessary product and competition information and product approval documents
- Distributor support and on-site support
- Preparation of contracts for the distributor
- Planning and implementation of distributor and customer visits
- Analysis of the respective customer needs and feeding of market requirements into product revisions and new products
- Preparation of offers in cooperation with the responsible product managers and conducting price negotiations
- Request and preparation of export documents such as certificates of origin, certificates
- Participation in trade fairs and symposia, especially abroad
- Marketing support by creating promotional material about products and services
- Implementation of product instructions and Installation Qualification (IQ), Operational Qualification (OQ), and Performance Qualification (PQ) checks.
- Passing on technical information about Barkey medical products to specialist circles
- Written acknowledgement of notifications / reports of side effects, mutual influences, malfunctions, technical defects, contraindications, falsifications or other risks of medical devices and immediate forwarding of this written information to the Medical Device Safety Officer (MP-SB).

Qualifications, training

- Successful business development experience in the export business and dealer structures, ideally with medical technology products requiring explanation
- Successfully completed vocational training, ideally a degree
- Previous knowledge from the clinical environment, knowledge of hospital structures, their decision-making processes etc. in an international environment is desirable
- Comfort with the biotechnology and large pharmaceutical industry, preferably will previously established relationships and preferably in the cell and gene therapy manufacturing space
- Very good understanding of business administration in combination with self-responsible and entrepreneurial action
- Result oriented action and negotiation skills with final motivation
- Very good communication and presentation skills as well as negotiating skills at all hierarchical levels

Personal Assignments

- Openness and commitment, as well as reliable and binding working methods
- Winning, determined personality
- Assumption of responsibility, independent and dynamic way of working
- High customer and service orientation
- Organisational strength and structured work
- Persuasiveness, assertiveness as well as perseverance and pleasure in selling
- Committed, proactive, willing to learn
- Strong team spirit and loyalty
- Good oral communication; strong English skills; Spanish a plus, but not required; German a plus, but not required
- International readiness to travel

Contact

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