



Application Specialist Cardio Apprentice LCS Madrid, Spain

Healthcare, Engineering or Business Administration background.

Role Summary: A Sales Specialist is responsible for supporting sales of complex technical products, solutions and/or services (limited number of the company's products - May sell third party products into customer base Typically specialized in a single product or product line, and carries a quota.

**Business Segment:**

Healthcare Life Care Solutions

**Function:**

Sales

**Essential Responsibilities:**

Key responsibilities include (but are not limited to):

- Maximize sales orders, margin, market share, customer satisfaction of given modality and business solutions in assigned area
- Develop good long term customer relationships, and high customer satisfaction whilst utilizing to optimum level resources in the team and Company/GE businesses
- Support sales of assigned product range and business solutions to customers within area
- Organize product demonstrations, sites visits and follow up
- Prepare and co-ordinate the tender response and validate the tender documentation in collaboration with territory manager
- Track market effectively and provide accurate current and forecasts data using information tools available
- Communicate market information effectively to/from the field including competitor data
- Communicate effectively with members of sales/marketing/service team to maximize all sales potential and communicates leads to relevant colleagues
- Generates, record and maintain customer profiles, including keeping track of key decision makers
- Ensures knowledge of and compliance with Company policies and quality processes  
Quality Specific Goals
- Knowledge and understanding of all Global Privacy and Anti-Competition Policies (including but not limited to GE Healthcare HIPPA Guidelines, NEMA Regulations, etc.) and operates within them to ensure that no company policy or US / Int'l Law is broken
- Knowledge and understanding of all Environmental Health Policies (including but not limited to GE Healthcare EHS Policies, GE Healthcare Fleet Rules, etc.) and operate within them to ensure that no company policy or US / Int'l Law is broken
- Aware of and comply with the GEHC Quality Manual, Quality Management System, Quality Management Policy, Quality Goals, and applicable laws and regulations as they apply to this job type/position
- Complete all planned Quality & Compliance training within the defined deadlines
- Identify and report any quality or compliance concerns and take immediate corrective action as required

- Ownership of order and configuration quality at the point of entry to ensure accuracy, configuration integrity and that all requirements are tied to documented customer inputs
- Drive continuous improvement on all related processes, work instructions, and procedures to ensure ongoing standardization and simplification of the Quality Management System

**Qualifications/Requirements:**

- Healthcare, Engineering or Business Administration background. College degree and above
- Selling skills, Negotiating skills, Communication skills, Interpersonal skills, Team working skills, Presentation skills
- Proficient English
- Knowledge of market place. Or strong interest about it
- Appreciation of good working environment