

Area Manager, Portugal South & Andalucía Andalucía, Spain

Rayner is a leading developer and manufacturer of ophthalmic implants and pharmaceuticals; it specialises in intraocular lenses (IOLs) and related products used in cataract and refractive surgery. Since the development of the first IOL, Rayner has continuously pioneered IOL design with a goal to improve vision and restore sight worldwide. Today, Rayner's mission remains to deliver innovative and clinically superior ophthalmic solutions that respond to the expectations of our global customers to improve sight and quality of life for their patients.

Why work for Rayner?

Rayner is a unique place to work with its own special culture and people, who are all driven to provide the best visual outcomes for clinicians and patients. We are driven by science to improve performance and safety, and we commit ourselves to be a great partner and to be easy to do business with. Whilst our vision drives and guides what we do, it is our culture and the way we work as well as treat ourselves plus others that form the foundation of what we do. That's why at Rayner we strive to create a workplace where we live our values every day. We invite you to join us on our exciting journey!

Our Careers

Rayner is more than an IOL manufacturer. We have an entrepreneurial spirit that drives us to pursue our vision, supported by a dedicated team who share our beliefs – from research and development engineers to production, sales and support.

Being ambitious, focussed, open, respectful and keeping our promises enable us to take on challenges that other businesses simply won't entertain, and it's those qualities we value and nurture in the people we work with. Rayner is also proud to be an equal opportunities employer.

Rayner has a broad portfolio of products across the patient pathway, including monofocal and premium Intraocular Lenses (IOLs), a full range of Ophthalmic Viscosurgical Devices (OVDs), a family of Ocular Surface Disease (OSD) solutions and RayPRO, our recently launched patient outcomes digital platform.

We are looking for a new Area Manager Portugal South & Andalucía to focus on developing business in this region and drive the achievement of annually defined sales targets, expansion of market share in the core business areas of intraocular lenses, viscoelastics and tear substitutes from Rayner as well as additionally defined partner products, as well as the support of customers.

You will act as the representative and expert of Rayner and its product portfolio at operating eye surgeons and clinics as well as clinics with affiliated departments.

Your key responsibilities will be:

- To achieve sales targets and grow market share of Rayner and our partner products and manage customer accounts in your territory.
- Be trusted expert and representative of Rayner and our products.
- To secure the ongoing retention of as much of the current/existing intraocular lens business and existing accounts
- To execute a strategic plan and growth strategy for Rayner's business in Portugal South & Andalucía, both in the short term and into the future
- To be accountable for driving sales and profit growth in Portugal South & Andalucía
- To prepare the Portugal South & Andalucía market for product launches and to capitalise on the introduction of new products to drive the business

Experience:

Essential

- Experience in Medical Devices
- Bachelor's degree or equivalent working experience
- Residence in Catalonia
- Experience in Hospital Sales
- Self-Motivated
- Team Player
- Good Communicator

Desirable

- Knowledge of the Ophthalmology Market
- Experience in IOL sales

Please apply by sending an up-to-date CV & covering email to recruitment@rayner.com