

Territory Manager, Lyon Lyon, France

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 Territory Manager, Lyon to be responsible for ensuring active and goal-oriented customer management for all operating doctors, clinics, practices and other customers in the region through active and timely use of the installed CRM system. Intensive use of the existing sales analysis programs for the purpose of developing proactive, independent and strategic sales activities.

We are looking for an Area Manager with business and strategic thinking who will focus on developing existing Rayner customer base and develop new relationships with new customers in order to strengthen Rayner's position in the area and in the overall market.

Your key responsibilities will be:

- Maintenance and expansion of the customer base, acquisition of new customers, product launches in Lyon
- Identification and acquisition of new customers with intraocular lenses and their partner products
- Intensive collaboration with the Sales, Eye Science and Marketing departments
- Service with regards to existing consignment warehouses, ensuring expiry dates and reorders
- Training and development concepts in cooperation with Eye Science for sales for doctors and operating theater staff in hospitals and practices
- Dedicated, goal-oriented and effective territory management
- CODEX compliant behaviour towards internal and external customers
- Positive, open and creative collaboration with the existing teams in order to ensure added value for the customer when using the Rayner product portfolio
- Observation of market and customer trends, including price development and competitor activities, feedback to the sales, marketing and Eye Science teams
- Continuous development of personal sales skills as well as product knowledge through continuous participation in internal or external training programs with documentation of results
- Targeted sales activities in your own area in accordance with the defined sales and marketing strategies in the Lyon region
- Elaboration of ongoing action, sales and area plans and sales analysis
- Consistency of personal and business activities with Rayner quality management systems and relevant SOPs as well as other guidelines

Experience:

Essential

- University degree, ideally with a scientific background, commercial training, nursing or comparable degree.
- Ability and qualification to sell medical devices and pharmaceutical products in France (Diploma of medical visit)
- Ability to demonstrate relationships with key stakeholders at the above levels.
- At least 3 years of relevant experience
- Experience in ophthalmology, proven experience in medical device sales.
- Knowledge of ophthalmology, optics or comparable professions
- Language skills: Very good level of English

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