

Realists

Sales Director (m/f/d)

Full-time (40 h / week)
Start date: June 2025



About us

We are an up-and-coming company in the field of medical technology and services for the medical sector. Our range includes surgical training for the spine and the development of surgical training simulators. Our lifelike training systems mimic the living organism and are therefore as realistic as possible both visually and haptically. Together with our scientifically based training concept, they form a perfect unit and turn every training session into a successful learning experience. Our products and services are primarily aimed at healthcare providers, medical companies, educational institutions and organisations.

Job description

Your task will be to lead the sales and commercial strategy to achieve the company's growth and expansion objectives, ensuring operational and commercial excellence, with special emphasis on digital transformation and strategic market development.

Job responsibilities

- Develop and implement the commercial strategy to achieve the revenue target
- Lead Reallab's commercial plan with specific growth targets
- Design and execute strategies to increase market share in high fidelity models
- Establish and oversee global distribution policy
- Optimize and digitize traditional and e-commerce sales processes
- Develop and implement accurate sales forecasting systems
- Lead and develop the global sales team (4 people in Germany, 1 person in USA)
- Establish KPIs and sales performance metrics
- Coordinate with operations to ensure on-time delivery and customer satisfaction according to agreed terms
- Work closely with the marketing team to align strategies for demand generation, brand positioning and commercial campaigns

Adresse:

Heinrich-Heine-Str. 35,
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Telefon:

+49 341 22346765

Webseite:

www.realists.de

Educational background

- Education: MBA or Master in Business Administration. Bachelor's degree in Management, Marketing or related career
- At least 10 years of experience in senior commercial positions
- At least 5 years leading international sales teams
- Experience in managing budgets over 1M€
- Knowledge of import/export regulations and medtech industry standards
- Demonstrable experience in strategic account management and development of new markets
- Experience in implementing e-commerce strategies
- In-depth knowledge of CRM and data analysis tools
- Proficiency in forecasting and business planning methodologies
- Knowledge of the medical simulator market and clinical sector
- Experience in digital transformation of business processes
- Languages: Native or bilingual English, German desirable, Spanish desirable, further language skills are an advantage

Key competencies

- Strategic leadership and business vision
- Ability to negotiate and develop relationships at the executive level
- Ability to work in multicultural environments
- Results oriented and goal oriented
- Analytical thinking and data-driven decision making skills
- Innovative thinking and adaptability to change
- A high degree of communication skills, persuasiveness and negotiating power at all hierarchical levels
- Confident use of MS Office programmes
- Experienced with online communication tools
- High willingness to travel

What we offer

- An interesting international job within a young and dynamic team in a good working atmosphere
- Unique and innovative products and services that create added value for our customers and fellow human beings
- The opportunity to help shape the work area and contribute your own ideas
- An open corporate culture and flat hierarchies
- A structured and intensive induction programme
- Do you enjoy developing and implementing sales strategies in the medical or clinical field? Are you motivated by building and maintaining long-term customer relationships? Then you've come to the right place.

Contact

We look forward to receiving your detailed application. Please send them exclusively by e-mail (in PDF format) to: jobs@realists.de