

Person Specification

Essential	Desirable
<p>Qualifications</p> <ul style="list-style-type: none"> • Degree Level • Computer literate – Microsoft Office • Multilingual – French and German 	<p>Qualifications</p> <ul style="list-style-type: none"> • Sales Training Record • Qualification in export selling
<p>Experience</p> <ul style="list-style-type: none"> • Sales experience • Business management • Good relationship building • Proven sales track record • Selling to all levels of business • Export sales experience • Working with healthcare products • Some insight into international payment and shipment terms 	<p>Experience</p> <ul style="list-style-type: none"> • Working in European Markets • Ability to negotiate in complex markets • Proven record of taking responsibility for their decisions • Working with Ostomy products • Analytical/Forecasting skills • Knowledge management and communication to internal and external stakeholders • Experienced in working in cross functional teams • Proactive in market development
<p>Knowledge</p> <ul style="list-style-type: none"> • Computer literate • Good Understanding of typical sales processes • Awareness of international developments and Inco terms 	<p>Knowledge</p> <ul style="list-style-type: none"> • Understanding of worldwide issues • Up to date with current affairs • Ostomy/Wound care/Urology/Continence Product
<p>Skills and Abilities</p> <ul style="list-style-type: none"> • Good communication skills • Clear written communication • Good Team Player • Highly organised • Efficient time management skills • Able to prioritise workload and work on own initiative • Creative, Innovative and Flexible • Ability to influence stakeholders and peers • Fluent spoken and written language (French and German) • Excellent public presenter 	<p>Skills and Abilities</p> <ul style="list-style-type: none"> • Able to anticipate and meet the need of others within the organisation

FRM-001144 Version 1.0

<p>Quality</p> <ul style="list-style-type: none"> • High performer – sets a high personal standard • Professional approach in every aspect of their work • Willingness to constantly learn and improve 	<p>Quality</p> <ul style="list-style-type: none"> • Flexible approach to problem solving – able to come with new and effective solutions
<p>Personal</p> <ul style="list-style-type: none"> • Honest, friendly and open style • Ability to lead when called upon • Positive proactive approach to team needs and goals • Open to guidance and development • Able to manage demanding but rewarding work load • Positive 'can do' mentality • Self-motivated • Valid passport – role requires regular overseas travel • Valid driving licence • Sense of humour • Culturally aware 	<p>Personal</p>

This is a description of the job as it exists at present. All Job Descriptions are liable to variation in order to reflect any future role/obligations change and employee development.

Candidate Name

Signed: Date.....

Manager Name

Signed: Date.....