



CATRO Bulgaria is part of the leading Austrian consultancy group – CATRO Personalberatung, specializing in human resource management and development. Equipped with some of the most innovative methods of developing human potential, our international team is dedicated to the mission of finding and selecting the best employees for our partners.

Our current client is dedicated to delivering state-of-the-art tools and training for medical surgeries. The company is the leading Bulgarian supplier of innovative medical devices, revolutionizing healthcare with cutting-edge endovascular and neurovascular therapy.

Founded by young visionaries guided by honesty, an exceptional work culture, and outstanding practices, it has won the trust of doctors and healthcare professionals across the globe, and especially in Bulgaria.

The need for a new talent to support them in developing client relationships and helping medical staff hone their approach to neurovascular therapy has opened the following position within the company:

Medical Devices & Sales Specialist

Main tasks and responsibilities:

- ▶ Developing relationships with existing and future medical specialists. This includes travelling within the Bulgarian region 1-2 times per week
- ▶ Participating in the development of sales and marketing strategies
- ▶ Arranging and conducting trainings and presentations with medical professionals among catheterization laboratories (Interventional Cardiologists / Vascular Surgeons / Radiologists / Endovascular Neurosurgeons)
- ▶ Keeping track of the needs and developments among both current and potential clients

The ideal candidate will have the following qualification:

- ▶ Passion to learn and develop in medicine and sales
- ▶ Strong desire to work with state-of-the-art tools in the field
- ▶ Proactive and empathic personality
- ▶ Great organizational and project management skills
- ▶ Proficiency in English language (minimum B2)
- ▶ Computer Literacy (basic Excel and MS Office)
- ▶ Good basis in human anatomy will be considered a huge advantage
- ▶ Higher-education degree in Chemistry, Biology, Medicine, Kinesiotherapy or Technical science in Medicine will be considered a plus
- ▶ Clean "B" Driving License
- ▶ The candidate must be able to travel abroad for upskilling trainings 1-2 times per year

The company offers:

- ▶ Onboarding training
- ▶ Continuous training in neurovascular therapy methods and technology – within the company and abroad
- ▶ Sales and product trainings on par with the best practices worldwide
- ▶ Great possibilities for professional development
- ▶ Work with the latest technologies and innovations in medicine
- ▶ A young, driven and open-minded team to support you in your every step
- ▶ Additional health insurance
- ▶ Personal car, laptop, and mobile phone
- ▶ Competitive salary and bonus system

If you are passionate and honest, work for the heart – figuratively and literally – and want to join a team that will help shape the future of healthcare in Bulgaria, please send your CV in English, outlining



your motivation. You can also look up our CATRO website to personally contact us for more information.

Please quote the Reference number for this position – MSS 101 CATRO. All information provided will be treated in the strictest confidentiality. The recruitment services of CATRO Bulgaria EOOD are based on Recruitment license № 2031/20.04.2016.