



## TECHNIDATA IS RECRUITING

### A SALES ADVISOR

#### COMPANY

With over 30 years of experience and knowledge in the organization and management of Laboratory Information Systems, TECHNIDATA is a software editor, publisher that ensures the design, distribution, installation, and maintenance of its solutions.

TECHNIDATA is a subsidiary of the TSS-CSI group, a leading vertical software publisher in Europe and worldwide with annual revenues of more than €2 billion. TECHNIDATA is at the service of ISO 9001 and 13485 certified medical laboratories.

With more than 650 customers worldwide, we employ 150 people across our six subsidiaries in Europe, America and Asia.

We are recruiting a **SALES ADVISOR** to join our Canadian team.

#### JOB DESCRIPTION

- As part of a team of 12 people, you will report to our General Manager, North-America. On a daily basis, you will work closely with the Commercial Director in order to promote our products, in concordance with the needs of the Laboratory Information System (LIS) market.

Your main responsibilities include:

- Preparing commercial offers and contracts jointly with the Commercial Director and the implementation department.
- Producing submissions to tenders and commercial offers according to the clients' needs and the business context.
- Documenting and following-up on the commercial opportunities within the CRM in collaboration with the Commercial Director.
- Conducting recurring or ad-hoc sales related analysis (surveys, statistical data extractions, data processing in Excel files, interpretation of results), while ensuring their adequacy and efficiency.
- Updating the customer databases.
- Coordinating TECHNIDATA Canada marketing activities jointly with the General Manager.

- Making available all type of communication / marketing documentation and tools produced by the Global department, including presentations, brochures, newsletters, articles, and invitations.
  - Organizing and attending (if needed) trade shows.
  - Managing the office logistics (parcel sending and reception, supplier relations management and administrative management of the premises).
  - Assisting the General Manager with travel arrangements, meeting coordination and correspondence.
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- On your arrival, you'll benefit from a complete on-boarding program including in-depth training in our products
  - Permanent, full-time position to be filled as soon as possible
  - Workplace: Montreal (Quebec) with the possibility of combining teleworking from home.
  - Attractive remuneration package according to profile and experience, with a complete benefits package.



## PROFILE

- Diploma in Computer Science, Healthcare Technology, business (DEC or Bachelor's degree), or equivalent experience.
- Experience in medical laboratories or the healthcare services would be an asset.
- You possess strong business acumen.
- You are proficient in office tools including the Office suite and CRM such as Microsoft Dynamics.
- Excellent interpersonal and writing skills.
- You are autonomous, responsive, organized and have a sense of priority (meeting deadlines).
- Proficiency in English and French is required to work effectively in a multicultural and international environment.

Are you looking for a challenging position? Join an expanding, ambitious company! Enjoy working in a pleasant and dynamic work environment in one of the most attractive Canadian cities.

Apply and become part of the TECHNIDATA adventure!