



TECHNIDATA IS RECRUITING

A Commercial Director

Permanent full-time position – Some travel throughout Canada and USA

WHO ARE WE?

TECHNIDATA is a subsidiary of the TSS CSI group, a leading vertical software publisher in Europe and worldwide with an annual revenue of more than 2 billion €. TECHNIDATA is a certified ISO 9001 and 13485 software publisher in the field of IT solution for medical laboratories.

With a background of 30 years of experience and knowledge in the organization and management of Laboratory Information Systems, TECHNIDATA provides the design, distribution, installation, and maintenance of the solutions for more than 650 customers worldwide.

Our 150 employees across 6 subsidiaries in Europe, America and Asia, work together around common corporate values that promote quality, respect and passion.

We are conducting a transformation project in which the development of our employees and the satisfaction of our customers are at the center of our concerns and our growth dynamic.

In order to support our development in the North American region we are recruiting a **COMMERCIAL DIRECTOR**.

WHAT YOUR DAILY ROUTINE WILL BE?

- Reporting to the General Manager-North America, as part of a team of a dozen people, your main objective is to develop the commercial approaches of TECHNIDATA's Laboratory Information System (LIS) and middleware solutions for various public and private sectors, and to implement them in order to develop the Canadian and American markets.
- Your business development mission includes the complete mastery of the business cycle (strategy, sales, marketing, etc.) with various stakeholders such as regional health authorities, C-suite, medical specialists (biochemist, microbiologist, hematologist, pathologist), laboratory, information resources, procurement, and strategic partners (instrument manufacturers and complementary software publishers).

- Take charge of the demonstration for our solutions in the context of prospecting and sales initiatives.
- Represent the company at exhibitions, trade shows and conferences.
- Ensure the sale of our solutions and associated services, draw up quotes, commercial offers and respond to calls for tender in collaboration with the Sales Advisor.
- Manage files with internal stakeholders and follow the implementation projects with the technical team.
- Ensure customer intimacy, from the sale to the installation of the solution, the resulting invoicing and beyond.
- In connection with the Technidata SAS headquarters, ensure the sustained follow-up of our customers, their satisfaction, and their evolution towards our new solutions.
- Develop customer loyalty by anticipating their needs.
- Create and propose action plans for the improvement of our solutions and associated services.

WHO ARE YOU?

- Preferably with a scientific and/or commercial background, you must have experience in a similar role with lengthy and sometimes complex sales processes for IT solutions in the hospital environment.
- You have proven strategic business skills to develop and maintain exceptional customer relationships.
- Your dynamic, critical and strategic thinking and innovative entrepreneurial skills enable you to understand customer needs in an efficient manner.
- You master the strategic tools such as Miller-Heiman and CRM used for the optimal business cycle management / customer focus.
- You are bilingual in English and French, with strong interpersonal and writing skills

WHAT WILL BE YOUR FUTURE BENEFITS AS AN EMPLOYEE?



An attractive **fixed and variable** remuneration package that values performance



An **integration program** with training adapted to your future position



Competitive **health benefits**



The possibility of **teleworking**

By joining TECHNIDATA, you will move on an international Group on a human scale, while benefiting of a pleasant working environment. Without further delay, apply and join the TECHNIDATA adventure!