

To be completed for each job role

JOB DESCRIPTION AUTHORIZED BY - <i>(Enter the name of the functional/hiring manager)</i> Commercial Director – South Africa	AUTHORIZER SIGNATURE – <i>The authorizer is signing to confirm the content and issue of this JD is correct. Authorization is required prior to recruitment)</i>
VERSION NUMBER – <i>(Enter the Version number of this JD)</i> 1	DATE – <i>YYYY/MM/DD (Enter the date that this JD is authorized)</i> February 2022

LEGAL ENTITY - <i>(Enter the legal entity to which the person belongs)</i> Elekta Pty Ltd	FUNCTION/DEPARTMENT - <i>(Enter the function/department to which the person belongs)</i> Sales and Marketing
TITLE - <i>(Enter the title of the role)</i> Business Development Manager	

REPORTS TO - *(Enter details of the direct reporting structure in which the person operates. The person may also have reporting obligations in several structures, e.g. legal structure. In such cases, please detail all reporting obligations)*

Commercial Director – SSA

DESCRIPTION - *(Enter the key activities of the role)*

The Business Development Manager is responsible for Elekta SA & SSA sales force throughout the SA & SSA region. He/She is also responsible for planning, implementing, directing the sales activities in order to achieve the defined sales revenue target in the given territory.

Business Development Manager is responsible for the effective promotion of all Elekta products to physicians and other health care providers within the geographic region. The Business Development Manager will also manage projects involving cross-functional communication and activities.

RESPONSIBILITIES - *(Using e.g. bullet points, identify the detailed aspects and specific responsibilities of the role)*

- To advise and work with the Commercial Manager regarding matters concerning sales and business.
- To drive sales of Oncology/Neuro/Software/Brachy products in countries of responsibility.
- In conjunction with modality functions drive defined customer activities, close sales opportunities and meet expected targets and sales margins.
- Prospecting for new customers and business in addition to growing and maintaining the existing customer portfolio and qualifying new leads to maintain identified business to support a balanced sales funnel for future sales.
- Generating proposals, preparing sales quotations, planning customer meetings, and demonstrating equipment capabilities on assigned products in assigned territory.
- Sales negotiation and deal closure at the customer, interfacing with all key buying influencers such as direct users of the product, but also department heads and CXO level personnel.
- Ensure the whole business contacts and complying with compliance and regulations
- Increasing customer understanding and confidence in Elekta products
- Customer relationships that are considered a leading indicator of customer loyalty.
- To manage the sales funnel per country and to ensure proper following up of all best cases and committed projects on timely manner.
- To set up and execute the product forecast.
- To ensure that the customer database information is correct and updated in a timely fashion.
- Increase the level of the customers satisfaction.
- To achieve the agreed sales target per quarter
- Ensure the proper hand over of every project to Order Fulfilment team on time.
- Ensure the whole business contacts and complying with compliance and regulations
- Increasing customer understanding and confidence in Elekta products
- Customer relationships that are considered a leading indicator of customer loyalty.

AUTHORITIES - *(Using e.g. bullet points, identify the authorities of the role and the extent to which decisions may be made on behalf of the function)*

- To sign quotations and customer contracts according Elekta routines
- To assist and support regional meetings and exhibitions

RELEVANT KNOWLEDGE, SKILLS AND COMPETENCIES - *(For the role, specify the following: - educational background and knowledge, - details of relevant experience, - skills required for the role, - key performance competencies that are required)*

- Excellent team player at all levels with strong interpersonal skills
- Ability to effectively interact directly with customers across all disciplines
- Entrepreneurial and sales-oriented personality
- Background in business, economics, engineering or natural sciences
- Minimum 8 years of experience in sales of medical devices,.
- Strong knowledge/understanding of Elekta's product portfolio
- Demonstrated strong business comprehension and acumen.
- Documented management skills and experience
- Strong interpersonal and multi-cultural skills
- Excellent written and spoken English is required
- Several years of experience of international business
- Strong negotiating skills
- Excellent communication skills, both written and verbal
- Strong in building and maintaining customer focus and customer relationships
- Skilled speaker and representative in social contacts and situations
- Results oriented, operative with excellent analytical skills
- Personality based on strong ethical standard, values and good judgement
- Persistent, enduring and prepared to make strong personal commitments
- Prepared to travel extensively

ADDITIONAL LOCAL INFORMATION OR N/A

To be completed by each employee

EMPLOYEE DECLARATION	
This Job description has been discussed and agreed with me by my manager. I fully understand the requirements of the position and its responsibilities	
Employee Full Name	
Employee Signature	
Date	