

Sales Representative - *Be part of a revolution!*

Are you ready to work at the forefront of innovation and work together with our team in contributing in medical solutions? We offer the Medtech industry and medical institutions high-quality technological solutions to allow the development of medical devices to support the human body to regenerate itself.

Your Job

Our Sales Representative performs a wide range of support & administrative activities across the full range of the commercial activities of IME Medical Electrospinning. This requires the coordination of various activities and frequent communication with internal and external contacts. Work requires the ability to act with a lot of independence and a high level of tact and discretion due to the sensitive nature of information.

What we offer

- ✓ High performing team and social engagement
- ✓ Inspiring and dynamic work environment
- ✓ Personal development and teambuilding events
- ✓ Never a dull moment!
- ✓ 40 hours workweek
- ✓ 25 vacation days
- ✓ Competitive salary
- ✓ Career opportunities

What we ask

- ✓ MBO+ work and thinking level
- ✓ 1 – 3 years sales experience
- ✓ Customer Orientation
- ✓ Flexibility and initiative
- ✓ Fluency in Dutch and English (oral and written communication)
- ✓ Fully developed IT skills

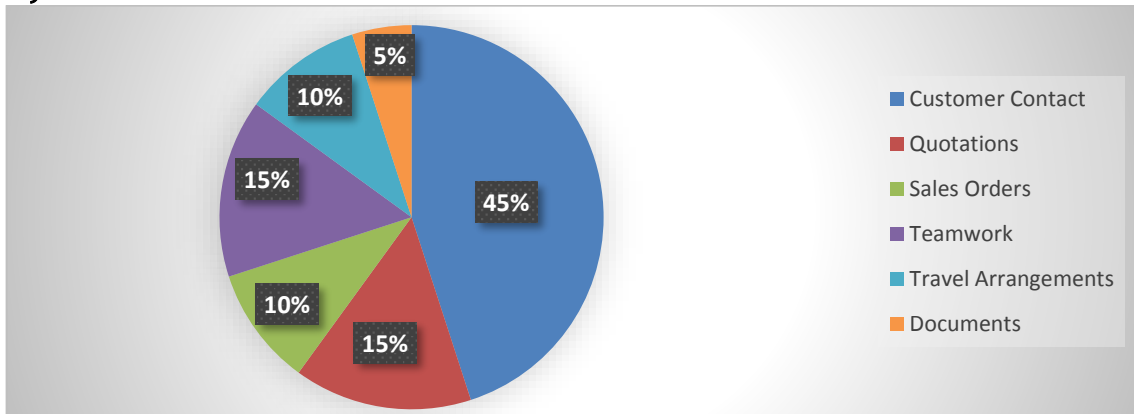
**“ Together we are working on the breakthrough of
Electrospinning in the MedTech Industry ”**

- Managing Director Judith Heikoop

What we do

IME Medical Electrospinning, develops and implements electrospin processes and equipment for the manufacturing of medical devices for (regenerative) medicine. Electrospinning is a flexible process for producing extremely thin fibers and structures that have excellent properties for use in regenerating human tissue. IME Medical Electrospinning has developed a unique electrospin technology for the reproducible and scalable production of eletrospun material under medical conditions. Customers include industry, scientists and institutions.

What you do



- Regular contact by phone and email with customers to follow-up on their requests;
- Prepare, create and issue quotations;
- Processing and monitoring of sales orders;
- Supports the Account Manager and Managing Director by specific client requests, sales forecast and organization of conferences, meetings & events.
- Makes travel arrangements and the necessary last-minute amendments for commercial team members.
- Ensures the maintenance of confidential commercial records and files in right systems.

About IME

IME Medical Electrospinning was founded in 2008 as a full subsidiary of the Eindhoven University of Technology (TU/e). At the beginning of 2012 IME was privatized and taken over by the current management. Since then, IME Medical Electrospinning has experienced a rapid growth. In 2018 the installed base increased to around 100 systems, spread out over 6 continents. For the coming years, IME Medical Electrospinning anticipates a further increase in growth by launching a new generation of GMP complaint electrospinning platforms and related products.

In the new IME building the company has the ability to, according to the highest standards, not only produce its electrospinning machines autonomously, but also the actual extracellular matrices or scaffolds for the intended medical implants. These are developed by IME in close collaboration with various partners. The company has a growing number of customers and partners worldwide in industry, science and medical institutes.



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