



## Job Description

### *Market Development Manager*

Mauna Kea Technologies is a rapidly growing medical device company with headquarters in Paris and operations in the US, Europe and Asia. With its flagship Cellvizio system, the world's smallest and most flexible microscope, the company leads the growing endomicroscopy imaging market, enabling physicians to obtain key cellular information in real time. With over 150 systems installed worldwide and high-quality clinical pivotal data obtained through multi-center international clinical trials, the company is currently focused on the \$7B gastroenterology market. For more information on Mauna Kea Technologies, see [www.maunakeatech.com](http://www.maunakeatech.com)

**The company is looking for a Market Development Manager , based in Paris, France**

The position encompasses a wide range of responsibilities such as:

- Develop and execute a commercial strategy in order to achieve company annual growth aspirations and financial targets
- Create and manage relationships with key decision makers within relevant institutions
- Create and manage hands-on workshop to demonstrate the products and train their users
- Identify, select and manage a network of distributors in Europe and Middle-east providing technical and sale support
- Work closely with the clinical affairs and marketing departments to establish educational and promotional programs in the territory to spur early adoption and maximum utilization of the product
- Learn in-depth how the products work, ability to demonstrate how they work and sell within the assigned territory

The candidate will be an integral part of a growing sales and marketing team and will have strong interactions with the clinical affairs team as well as with the senior management of the company.

We are seeking an exceptional individual with a strong drive to work in a fast-paced, hard-working, good-humored environment. The candidate will have 3 to 5 years of experience in the sales of technological products in the healthcare industry, preferably in the medical device market.

Successful performance in this position will lead to greater role and responsibilities in the sale organization of our company.

The compensation package for this position is attractive and commensurate with experience and performance.

The candidate will have the following skill sets:

- Excellent interpersonal skills
- Able to demonstrate a history of hitting targets in medical sales
- A degree of technical prowess and an interest in the field of gastroenterology
- Perfectly bilingual french/english with exceptional oral and written skills. Native english speaking would be an advantage
- Must be able to manage accounts and nurture relationships whilst going after new business

Education : higher education degree

Mauna Kea Technologies offers a uniquely attractive environment for personal and professional development. Enthusiasm, team spirit, hard work and a good sense of humor are some of the key values of our company

If you believe you are the exceptional individual described in this document, send your resumé and a letter describing your motivation to our HR Director Corinne Jaglin [careers@maunakeatech.com](mailto:careers@maunakeatech.com) with SalesEMEA2010 in the subject line.