

To reinforce its Big Equipment team and support the growth of its CT/MR business **Canon Medical systems Belgium** is urgently looking for an:

### **Application Specialist CT/MR North**

- To provide application training to customers
- To maintain regular contact with existing customers
- To supervise the correct use of installed equipment, according to the standards and recommended practices of Canon Headquarters
- To make and give product presentations, with technical and clinical aspects
- To be able to lead independently a sale conversation in a sales support function. In collaboration with the Account Manager
- To reply on tender questions and remarks
- To keep commercial texts in the Quotation Generator or in offers up to date
- To collect market data and product information, and to communicate these data to the Sales Manager/Product Manager
- To inform the Sales Manager/Product Manager on new clinical trends and needs on the market.
- To collect and select clinical data per modality and segment with sales promotion as goal
- To participate to symposia and congresses
- To give feedback on the symposia and congresses, and on acquired leads and information of competitors
- To assist during projects of the Account Manager by setting up the correct configurations as well as sales arguments.
- To inform customers on new items in collaboration with the Account Manager
- To be present during project meeting of new installations
- To prepare and assist site visits, national and international
- To inform the management when noticing defects or complaints from customers.
- To work closely together as a team with Account Managers, Sales Manager, Product Manager and Service Engineers

#### **Required skills:**

##### **Communication skills**

To be able to express and transfer information, in word and writing, clear, effectively and to the point.

##### **Creativity**

To execute and transfer new original solutions.

**Perseverance**

To work continuously to the realization of the targeted goal, despite discouraging experiences.

**Flexibility**

To react constructively to changes and uncertainties, as well as to be open for other ideas or opinions.

**Ability to learn**

To keep up to date in the specialism and to acquire (new) knowledge, skills and/or the way of executing.

**Market-orientation**

To point out, and anticipate on the needs of the organization and/or customers on one side, and on the developments and possibilities of the organization and/or market on the other side.

**Result driven**

To be able to realize an optimal result on the most effective way.

**Social skills**

To interact, work together and communicate naturally and effectively with people of a different level, character and objectives.

**Organization skills**

To organize his/her work in an autonomously manner, and report to his line manager

**Profile:**

- An education in **medical sciences, medical imaging or nurse** is required.
- Minimum **2 years** clinical experience in MR and CT is a must.
- The Application Specialist/Product Specialist needs to have a good knowledge of the **second country language and English**.
- A thorough knowledge of informatics ("Word", "Excel", "PowerPoint" and "Lotus Notes") is necessary to manage the administrative tasks.

Interested candidates are requested to send their résumé and motivation letter to Johan Mampaey (johan.mampaey@eu.medical.canon).