

## International Sales Manager (ISM)

### Background:

TheOTCLab is a Dutch company based in downtown Amsterdam. At TheOTCLab, we focus on developing effective, non-toxic medical devices for everyday health issues. Why? Because we are passionate about giving people, worldwide, access to natural, easy-to-use and safe treatment solutions.

We are currently looking for a full-time International Sales Manager to join our sales team. This position finds new distributors around the world, prepares and conclude new deals, manages, trains, motivates, and supports our international partners.

**Reports to:** Management Team

### Scope of Responsibility:

- Realize quarterly sales targets
- Set yearly sales goals for international distributors to achieve the company marketing plan.
- Review sales goals and forecasts with international distributors on a monthly basis.
- Maintain accurate information regarding each sales opportunity and distributor.
- Train international distributor sales associates to improve their ability to sell TheOTCLab products.
- Travel to various countries to make calls on customers and partners.

### Tasks:

- Supports existing customers in all sales related markets with the aim of further expending the business
- One-on-one sales calls with customers
- Review and evaluation of distributor results and future marketing plans
- Interview potential new distributors
- Service calls-to review customer issues and planning course of action
- Familiarization/ installation training (this is considered a low frequency responsibility)
- Entertainment-lunch, dinner, etc.
- Major presentations to groups
- Presentations at conferences
- Prepare bids, specifications, and quotations to support distributor efforts to sell TheOTCLab products
- Continuously upgrade personal skills by participating in internal and external professional training programs as well as self-study via TheOTCLab's extensive training materials.

### Other duties include:

- Create and/or evaluate sales materials.
- Plan and attend trade shows.
- Evaluate distribution coverage to add and/or strengthen territories where gaps exist

### Reporting includes:

- Monthly Sales Report
- Active Projects Report
- Monthly Budget and YTD results



**Requirements:**

- University degree
- 3-5 years (international) sales experience in business to business environment
- A proven strong track record in sales
- Self-motivator, open minded and customer focus sales talent
- Ability to travel over 30% of the time, domestic & international
- Proficiency in English required
- Preferably located in Amsterdam

Applications can be send to:

[info@theotclab.com](mailto:info@theotclab.com)

or

TheOTCLab  
Paulus Potterstraat 20  
1071 DA Amsterdam