

Turkey Jobs Expertini®

Regional Sales Manager Medsurg, Turkiye, East

Apply Now

Company: Stryker

Location: Ankara

Category: other-general

Why join Stryker?

We are proud to be named one the World's Best Workplaces and a Best Workplace for Diversity by Fortune Magazine! Learn more about our award-winning organization by visiting

Our total rewards package offering includes bonuses, healthcare, insurance benefits, retirement programs, wellness programs, as well as service and performance awards – not to mention various social and recreational activities, all of which are location specific.

Know someone at Stryker?

Be sure to have them submit you as a referral prior to applying for this position. Learn more about our employee referral program

We are looking for **Regional Sales Manager** in Ankara for the development of our Medsurg activity in East of Turkey. In this key role, you will be responsible for a team of 6 direct reports and reporting to the National Sales Manager.

What you will do :

Strategic Sales Leadership: Develop and execute short, medium, and long-term sales strategies in the designated region to achieve revenue and market share targets.

Compliance and Ethics: Ensure a strong understanding and adherence to Stryker's compliance programs, including Policy #1 (Code of Conduct), Policy #8 (Compliance Program), and Policy #10 (Ethics Hotline).

Compliance Oversight: Identify and prioritize significant compliance issues and work

proactively to address them.

Market Intelligence: Continuously monitor and report on Stryker's and competitors' actions, market trends, and relevant legal regulations. Translate this intelligence into actionable plans.

Team Leadership: Lead and inspire the sales team, creating both short-term and long-term business plans to meet and exceed targets.

Budget Management: Analyze and draft budgets to support the realization of strategic goals. Ensure that all sales and marketing activities align with the approved budget.

Customer and Partner Relations: Establish and maintain high-level communication with customers and partners. Actively foster distributor relationships and contribute to the growth of partnerships at the highest level.

Risk Management: Evaluate and manage customer and business partner risk analyses. Implement necessary precautions and report to senior management.

Feedback Management: Develop effective systems for managing customer feedback and facilitate robust evaluation processes within the framework of these systems.

Quality Targets: Collaborate with relevant units to determine and monitor departmental quality targets. Provide regular reports to senior management.

Tender Management: Approve price discounts, deductions, and related requests for planned tenders. Collaborate with Sales Support Specialists and Sales and Marketing Representatives to finalize tender dossiers.

Complaint Handling: Ensure efficient management of complaints reported by business partners, institutions, and Sales and Marketing Representatives. Ensure they are documented on the common server system.

Budget Responsibility: Operate within the approved budget frame and defined authority.

Performance Evaluation: Evaluate the performance of business partners and employees.

Pricing Authority: Determine prices and discounts in accordance with defined price policies and budget limits.

Material Delivery Oversight: Have the authority to suspend operations related to material delivery based on collection performance.

What you need :

Experience: Minimum 6 years of practical sales experience in capital equipment, including 3 years in a management role.

Language Skills: Proficiency in English is mandatory, and knowledge of additional languages is a plus.

Communication Skills Strong written and spoken English is a must-have, with excellent communication abilities for both internal and external interactions.

About Stryker Stryker is a global leader in medical technologies and, together with its customers, is driven to make healthcare better. The company offers innovative products and services in MedSurg, Neurotechnology, Orthopaedics and Spine that help improve patient and healthcare outcomes. Alongside its customers around the world, Stryker impacts more than 130 million patients annually. More information is available at

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