

Turkey Jobs Expertini®

Sales Representative / Business Development - Acute Care

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Company: Stryker

Location: İstanbul

Category: other-general

Why join Stryker?

We are proud to be named one of 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

Stryker is seeking **Sales Representative / Business Development - Acute Care** to facilitate the sales of **Stryker Medical furniture** products, contributing to the company's mission of simplifying and improving the lives of healthcare professionals, patients, and families. The role involves promoting solutions that enable hospitals to enhance the quality of care, operational efficiency, and humanize the healthcare experience. By leveraging the Stryker Acute care product portfolio, the Business Development Specialist plays a crucial role in creating a richer, more human connection for patients and their loved ones throughout the care journey.

What you will do:

As an Acute Care Sales Representative, you work strategically to promote and sell Stryker Acute Care products to meet our customers' needs

You are responsible for becoming the resident Acute Care expert as you work with a sophisticated audience of surgeons, nurses, and hospital administrators. Your knowledge not only of your products but of competitors' offerings, builds credibility with your customers

You focus on customer satisfaction by demonstrating teamwork and empowerment, solving problems through a consultative approach, operating with honesty and integrity, and providing a highly responsive and unsurpassed level of customer service

You contribute to leading in product innovation by listening and working with others and contributing new ideas

You take great pride in cost reduction and commit to on-time, complete, and error-free shipments

As an Acute Care Sales Representative, you love driving in the fast lane and live out your mission to change lives by selling Stryker products that are making healthcare better

Identify, qualify, and close new customer sales opportunities in designated territory

Plan and implement effective territory sales strategy required to progress deals through the process

Forecast and maintain the necessary pipeline to support quota achievement quarter over quarter

Advance opportunities efficiently and with a sense of urgency through the sales cycle

Build and maintain executive and key customer relationships through the C-suite to build trust and close deals

Conduct solution-focused customer presentations, including coordinating the involvement of all necessary internal team members

Ensure positive communication and collaboration with key internal partners and teams; use corporate resources effectively to maximize the success of your territory

Locate or propose potential business deals by contacting potential partners; and discovering and exploring opportunities

Ensure accurate sales forecasts each week/month

Development of a Business plan for the segment

What you need:

Bachelor's Degree preferred

Minimum of 5 years of professional sales experience in the medical (devices, Furniture) industry with consistent performance

Proficient in English spoken and written

Executive presence and influencing skills; excellent negotiation and the ability to close sales

Demonstrated proficiency in managing complex sales cycles typically defined as six months or longer with multiple stakeholders, decision-makers, and influencers at multiple levels

Solid understanding of the regional trends and industry dynamics in healthcare

Ability to effectively convert leads into new relationships and closed deals, self-starter

Strong sense of creativity and innovation

Proven track record of consistently meeting and/or exceeding sales quotas

Skills and Capabilities:

Strong interpersonal communication skills specifically relating to stress management, people management and conflict management

Exercise discretion and independence when applying professional expertise

Must be able to possess written and oral communication / present to large groups of people

Must be able to manage time and bring tasks through to completion with minimal supervision

Must have the ability to prioritize work and keep detailed and confidential records

Must possess unwavering ethics & integrity in a competitive and demanding work environment

Excellent customer service skills

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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