



# ColPlant Biotechnologies WE'RE HIRING!

## Director Sales & Marketing

ColPlant Biotechnologies, located in Rehovot, Israel, is developing technologies and products in the field of regenerative medicine. We are looking for a talented and experienced Director Sales and Marketing to build and maintain a high-performance sales and marketing infrastructure to effectively achieve business objectives. Reporting to CEO.

### Major Duties and Responsibilities

- Manage Sales & Marketing team (1-3 people).
- Develop sales and marketing plan to meet the company's business goals.
- Establish and supervise a distribution network for the company's commercial medical devices.
- Plan and meet an annual marketing plan, including identification of market trends and competitive analysis
- Establishment of sales strategies and tactics to meet sales forecasts
- Build a good relationship with the existing customer base and identify potential new customers.
- Execute all marketing related activities including management of Social Media activities.
- Attend seminars and conferences as appropriate.
- Prepare the company's market research, strategic reports and presentations to support cross-functional activities
- Establish effective relationships and collaborations with other departments (R&D, Operation, Finance, RA/QA, etc.) to address key business issues and opportunities.

### Education:

- A degree in life sciences or related sciences. MBA an advantage.

### Experience & skills:

- 5+ years of medical device sales experience with at least 3 years of experience in the same sector or relevant environment, managing a direct sales force or distribution network.
- Demonstrated ability to achieve sales plans.
- Solid understanding of healthcare and regulatory requirements and issues.
- Knowledge of Life Science Market, Regenerative Medicine is an added advantage.
- Exceptional negotiation skills.
- Ability to build positive working relationships, both internally and externally.
- Ability to effectively present information and negotiate with all levels of management.
- Demonstrated strong oral and written communication skills.
- Business related computer skills including Microsoft Office Suite.
- Excellent communication and interpersonal skill.
- Highly self-motivated and achievement oriented.
- Flexible to travel for customer visit with the capability of working internationally.
- Fluent in speaking and writing skills in English (knowledge in other languages is an advantage).

Join us: [careers@collplant.com](mailto:careers@collplant.com)