



# ColPlant Biotechnologies

# WE'RE HIRING!

## Director of Commercialization

We are looking for a Director of Commercialization to join us at our site in Rehovot.

### Major duties and Responsibilities

- Manage the Sales & Marketing team.
- Build and maintain a high-performance sales infrastructure to effectively achieve business objectives.
- Establish and supervise a distribution network / direct sales infrastructure for the company's commercial products, as well as launch of new products.
- Plan and meet an annual sales and marketing plan.
- Prepare the company's market research and establish marketing strategies to support company business objectives.
- Manage all marketing activities including collaterals, Social Media, and conferences.
- Attend clinical meetings, seminars, and conferences as appropriate.

### Skills and Abilities

- Bachelor's degree in life sciences- Must
- Medical device sales experience with at least 5 years of experience managing a direct sales force or distribution network
- Experience and success in establishing distribution network/ direct sales infrastructure and the ability to lead and manage them.
- Proven experience in meeting sales objectives.
- Solid understanding of healthcare and regulatory requirements and issues.
- Exceptional negotiation skills.
- Ability to effectively present information and negotiate with all levels of management
- Demonstrated strong oral and written communication skills.
- Ability to travel as required

Please attach your CV to the following link <https://wkf.ms/3LcuQSP>