

---

**CHARACTERISTICS OF THE JOB**

- Job location: Tractivus SL, Barcelona
- Research group: R&D
- Expected start date:
- Temporal Position:
- Estimated hours for the project:

**JOB PURPOSE / PROJECT DESCRIPTION**

**Project: QuirofAM “Research in AM/P3D in the health care industry for the improvement of the surgical practice” is a Ris3Cat project (COMRDI16-1-0011-08) with a duration of 3 years (2018-2021).**

The RIS3CAT community and it has been granted with funds for the development of the QuirofAM project in collaboration with other entities of the Community such as other SMEs, large companies, research centers and universities of the Catalan innovation system. The past 15th of May took place the kick-off at Leitat's headquarters.

The main objective of the QuirofAM consist on the development of new materials, manufacturing process and post-process techniques to create 3D printed devices with innovative properties to be implanted in the human body and avoid post-implantation problems and interact with the surrounding tissues and structures

**KEY RESPONSIBILITIES:**

- The sales manager will create and implement a sales strategy that maximize the company revenues as well as to create a client portfolio. Other responsibilities may include setting sales targets, prepare budgets and forecasts, evaluate competitor's sales strategy, build client relationship, collect customer feedback and organize promotions at trade shows.

**EXPERIENCE, KNOWLEDGE, SKILLS & SELECTION CRITERIA**

Must Have – Required:

- **Experience:** Scientific – technical profile, with more than 3 years of experience in the regulatory assessment of medical devices.
- **Knowledge:** The technician must be proficient in oral and written English; knowledge of the Spanish and Catalan languages is also positively evaluated.

Desirable:

- **Skills:** Any of the following past research experiences will be judged favorably in the selection process:
  - previous experience in marketing.
  - previous experience in quality systems.
  - ability to work independently and as a member of a team; she/he must be creative, flexible, and eager to learn and to expand his /her scientific network.
  - driving license will be positively evaluated.

#### WORKING CONDITIONS & ENTITLEMENTS

- **Working conditions:** Employed in compliance with Spanish legislation and regulations. Employees receive the benefits of the Spanish Social Security system covering sickness, maternity/paternity leaves and injuries at work.
- **International Environment:** The opportunity to join a prestigious international research institution and become a member of a young and growing research group.
- **Continuous training** in a high-quality environment.

#### HOW TO APPLY & SELECTION PROCESS

##### Documentation to be submitted

- Photocopy of the titles of their studies
- Curriculum Vitae
- Letter of interest for the position
- A minimum of 1 recommendation letter

Candidates must send CV and requested documents, by email to [info@tractivus.com](mailto:info@tractivus.com) indicating ref. "Sales Manager" in the subject of the email.

The deadline to submit the required documentation is **November 12<sup>th</sup>, 2019**.

##### Selection process:

- **Pre-selection:** will be based on **CV, experience, skills and motivation letter**.
- **Interviews:** Short-listed candidates will be interviewed.
- **Offered Position:** Job Offer will be sent to the successful candidate after the interview.