



**Making people mobile – worldwide. Otto Bock HealthCare’s prosthetics, orthotics, mobility solutions and neurostimulation products ensure independence and quality of life for people with physical mobility challenges. With 4,500 employees in 44 countries, our family enterprise is the global leader in Technical Orthopedics.**

For our Corporate Sales Department, we are currently seeking to recruit a

## Sales Excellence Manager/ Sales Trainer (m/f)

### Key Tasks:

You will mainly be responsible for the development of the company’s sales training program specific to its products and business. This will require coordinating with various departments and working with freelancers, external agents and internal staff in other offices on implementing and delivering this program. You will work on developing training material and a matrix to measure the effectiveness of the program and collaborate with the current technical education team on integrating the program. In order to ensure the effectiveness of the sales force, you will devise additional solutions/systems and carry out other special sales excellence projects. In addition, you will be required to present the training modules at annual sales meetings, continuously improve the content of the program and work with other departments to ensure the program is adopted regularly and effectively. You will report directly to our Vice President Sales.

### Your Profile:

Experience in developing sales training programs or working directly in a sales training role is essential. A good understanding of the various aspects of sales training, sales channels, sales barriers, challenges, bonus schemes and sales management practices is also essential. Ideally, you should have several years’ sales training experience, preferably coordinating sales training across different countries. International sales experience would also be beneficial for this role. Experience in traveling, international business and project work is a must, as is good project management skills and a sound knowledge of sales tools, CRM systems and other IT systems. Outstanding presentation skills with a sound knowledge of MS Office, especially Word and PowerPoint, and a good understanding of Web technologies and the Internet/intranet are also essential.

### Our Expectations:

The ideal candidate should show a willingness to travel and live within commuting distance to Göttingen or near Duderstadt. Experience in either delivering or coordinating sales training is absolutely essential for this role. He/she should also have excellent communication skills, work well under pressure, be highly motivated to achieve project goals and demonstrate good time management skills.

### Our Future:

We are offering you a responsible and varied position in a dynamically growing environment with flat hierarchies, plus a salary commensurate with performance and individual career prospects. If you would like to help us shape our future and make people mobile then send us your application, gladly by email, quoting reference number 43/2011, your salary expectations and the earliest possible date you can start, to Ms Claudia Grosse at the HR Department.

We look forward to meeting you.



Otto Bock HealthCare GmbH · HR Department · Max-Näder-Strasse 15  
37115 Duderstadt · Phone +49 5527 848 1522 · Fax +49 5527 848 1970  
bewerbung@ottobock.de

[www.ottobock.com](http://www.ottobock.com)