Join our TEAM!

QMD Services
Quality | Medical | Devices

Because Patient Safety Matters

Senior Sales Manager Regulatory Services

To strengthen our team, we are looking for an experienced sales professional with a clear focus on results in the context of a Notified Body. This role is operational in nature: You will actively approach new prospects, build strong client relationships, and close deals – while simultaneously further developing our sales structures in accordance with regulatory requirements. For this demanding and communicative position, we are looking for someone with excellent German and English skills.

M/F/D

Full-time

Europe
Work from home with travel

Your Role

You will assume a central role in sales, with responsibility for a qualified sales pipeline, sustainable customer development, and the structured expansion of our sales approach within the context of a Notified Body.

- Short term: Building a qualified sales pipeline by proactively reaching out to suitable manufacturers
- Medium term: Structuring and further developing an efficient, regulatory-compliant sales process

Who We Are

QMD Services is the only Notified Body for the certification of in vitro diagnostic medical devices and medical devices in Austria. We operate in a highly regulated environment in accordance with the MDR and IVDR and serve manufacturers from across Europe and internationally. Our focus is on the targeted expansion of our market development efforts, taking into account regulatory frameworks and capacity management.

We offer

- A key role with direct influence on growth, customer structure, and market development
- Creative freedom in developing a regulatory-compliant, scalable sales approach
- An international work environment in a highly specialized market
- Flexible work arrangements (remote work possible throughout Europe)
- Collaboration with a highly skilled team of experts

Please send your full application and Curriculum Vitae to
recruitment@qmdservices.com

Headquarters
Zelinkagasse 10/3
1010 Vienna, Austria

Operations Office
Am Winterhafen 1
4020 Linz, Austria

Email: office@qmdservices.com Website: www.qmdservices.com

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Your Main Responsibilities

- Proactively identifying and making qualified initial contact with potential customers (medtech manufacturers) in the European market
- Systematically follow up on contacts and leads in accordance with defined decision-making processes on the customer side
- Independently manage the entire sales cycle, taking regulatory requirements into account, through to contract closure
- Establish and strategically develop long-term customer relationships through key account management
- Proactive management of the sales pipeline, including prioritization based on regulatory suitability, capacity, and strategic fit
- Structuring and further developing sales processes, tools, and KPI systems within the context of a Notified Body
- Close coordination with internal departments to ensure realistic proposals and regulatory feasibility
- Confidently explaining complex certification and assessment services
- Representing the company at client meetings, audits, conferences, and industry events

Scope of Work

- Approx. 80% client contact, of which about 50% is on-site at the client's location
- Approx. 20% dedicated to further developing sales strategy, processes, and structures
- Travel throughout Europe

Compensation

- Base salary: approx. €80,000 – €110,000 gross/year plus a performance-based variable component

What You Bring to the Table

- Several years of experience in B2B sales in the field of Notified Bodies, regulatory services, or medtech certification
- Proven success in actively acquiring new clients through structured initial outreach and sustained development through to closing
- In-depth understanding of regulatory frameworks (particularly MDR/IVDR) and their impact on sales processes
- Experience in building and managing qualified sales pipelines while taking complex decision-making structures into account
- Ability to assess customer requirements from a regulatory perspective and translate them into realistic, actionable proposals
- Strong independence, goal orientation, and entrepreneurial mindset, combined with high standards for quality
- Confident demeanor and strong communication and negotiation skills
- Excellent written and spoken German and English
- Proficiency in using CRM systems and MS Office

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