



Your ticket to make a difference

At **Mesa**, more than 700 employees combine their technical expertise with technological innovations to improve the quality of life for patients, workers, and consumers all over the world. With products and services that impact the critical environments that drive medical breakthroughs, sustain industries, and ensure the safety of everyday products, our multinational company has a proud history of making a positive impact on global health and safety. We're passionate about using our skills to serve a greater purpose. We approach each day with a unique, customer-focused vision to protect the vulnerable and empower every employee to make a real difference.

Make your difference in Waldems as

Channel Sales Manager – Healthcare Market Central Europe

About This Role

We're seeking a dynamic Channel Sales Manager based in Germany to drive revenue growth through strategic partnerships and channel optimization. This is an exciting opportunity for an experienced sales professional to lead channel development initiatives and build lasting relationships with key partners in a fast-paced, result-driven environment.

What You'll Do

Strategic Leadership

- Develop and execute comprehensive Distributors strategies that align with company objectives and drive measurable revenue growth
- Analyze market trends and competitive landscapes to identify high-value partnership opportunities
- Lead cross-functional collaboration with marketing, product, and operations teams to ensure seamless channel support

Partner Development & Management

- Identify, recruit, and onboard new distributors that align with our values and growth objectives
- Cultivate and strengthen existing distributors relationships through consistent engagement, training, and strategic support
- Establish clear performance metrics and KPIs, conducting regular business reviews (QBR) to drive distributors' success

Revenue Optimization

- Focus on both new account acquisition and expansion of existing accounts across multiple sales channels
- Drive joint selling opportunities for maximum market impact
- Monitor distributors performance and provide data-driven feedback and growth recommendations

Training & Enablement

- Design and deliver comprehensive training programs to enhance partner product knowledge and sales effectiveness specifically in the healthcare market (hospitals and dental)
- Provide ongoing support and resources to empower distributors success
- Representing the company at industry events, trade shows, and conferences focused on the healthcare market (hospitals and dental)
- Prepare detailed reports on distributors' performance, market intelligence, and competitive analysis for senior leadership
- Use analytics and insights to continuously refine strategies and improve distributor's engagement
- Coach, train, and support distributor sales teams to ensure consistent messaging, product knowledge, and successful customer engagement

Required Qualifications

- Bachelor's degree or its recognized international equivalent is required.
- 5 years of channel sales or partner management experience with proven revenue results and experience in technical sales, preferably in the healthcare and/or dental market.
- Knowledge of sterilization methods (steam, EO, VH_2O_2 , etc.) and monitoring products (CI/BI).
- Strong communication and presentation skills; ability to translate technical features into customer benefits.
- Self-starter with strong time-management and organizational skills.
- Demonstrated success developing and executing channel strategies
- Strong analytical skills with the ability to interpret data and drive informed decision-making
- Willingness to travel up to 30% within the territory.
- Bilingual, German and English

Preferred Qualifications

- Bachelor's degree or its recognized international equivalent specifically in chemistry, biology, biomedical engineering, or related field is preferred.
- Experience selling to Sterile Processing Departments (SPDs), infection prevention, or dental clinics.
- Familiarity with distributor management and indirect sales models.

Essential Skills

- Exceptional communication, negotiation, and presentation abilities
- Proven track record of building and maintaining strong stakeholder relationships at all organizational levels
- Proficiency in CRM software and sales analytics tools
- Ability to thrive in a fast-paced, results-oriented environment
- Experience selling and managing relationships with hospitals and dental offices in Central Europe
- Experience selling consumables, not just capital equipment, to hospitals and dental clinics
- Familiarity with hospital workflows, particularly interacting with Central Sterile Services Departments (CSSD)
- Language skills: German and English are required

Work Environment

This is a hybrid-based role that involves frequent travel to meet with partners and clients, requiring adaptability to various environments and time zones.

Interested?

Send both your English and your German Resume to

HR-MESAGERMANY@MESALABS.COM

Link to information regarding how your information will be used, can be found [here](#)