

# Microsurgery Product Manager

- **World Leading Optic Company**
- **2 year contract based at North Ryde**
- **Australia and New Zealand Territory**

We have an excellent opportunity for a dynamic professional to join our Medical Team. Reporting directly to the Medical Division Manager, the Product Manager Microsurgery is responsible for market development of the Microsurgery portfolio, which includes Surgical Microscopes and Intra-operative Radiotherapy (IORT) throughout Australia and New Zealand.

The ideal candidate needs to demonstrate the below business skills:

- Develop strategic marketing plans
- Tactical establishment and execution of these marketing plans
- Drive new business
- Building relationships with medical key opinion leaders
- Involvement with third party vendors and partnering when needed
- Active liaison with sales management and the sales field force
- Develop and maintain sales support tools
- Manage local product launches

The successful candidate will have a relevant four year degree in business, healthcare or marketing. You will have proven success in a product/marketing/sales management position of four years or more within the medical industry. You will also possess KOL management and skill set, excellent written and verbal communication skills, negotiating and diplomacy skills within a professional environment, strong customer and team focus, exceptional understanding of marketing strategies and the ability to think strategically and analyse market opportunities.

If you have a dynamic approach to the business and the industry and an abundance of drive and motivation, and be able to work autonomously you will flourish in this role. This is a truly exciting opportunity to join an innovative world leading company and in return, you will be rewarded with an attractive salary package that includes a vehicle allowance and incentive scheme.

*ZEISS is an internationally renowned Optical and Opto-electronic business with a clear strategy and vision to further develop the Australian business. We are one of the world's leading suppliers of capital equipment in the fields of Ophthalmology, Microsurgery, Microscopy Systems and Confocal Laser Scanning Microscopes, in addition to consumer segments of Vision Care and Refractive Laser Eye Correction.*

***Please forward your CV and Cover Letter to the***

***Attention of ZEISS Human Resources at***  
***[recruit.au@zeiss.com](mailto:recruit.au@zeiss.com)***



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