

Job Title: Freelancer Medical Sales Specialist (MedTech)

Location: Egypt – Remote

About GTEQ GmbH:

At **GTEQ GmbH**, we connect **German innovation** with **African healthcare needs**, delivering tailored **MedTech solutions** to healthcare providers. Our services empower **hospitals and clinics** with cutting-edge technologies, **comprehensive training**, and reliable **after-sales support** to enhance **patient care**. By addressing the unique challenges of the **African healthcare sector**, we enable providers to achieve **better outcomes** with German-quality solutions.

Job Description:

We are seeking a **Freelancer Medical Sales Specialist** to join our team in Egypt. This role focuses on **building strong relationships** with healthcare providers, **introducing advanced MedTech solutions**, and driving **sales growth**. The ideal candidate is a **results-driven professional** with a passion for **medical technology** and **client success**.

This is a **freelance position**, offering **flexibility and autonomy** while requiring **close collaboration** with the GTEQ team.

Key Responsibilities:

- **Develop and maintain relationships** with healthcare providers, understanding their needs and challenges.
- **Present and sell MedTech solutions** that improve **hospital efficiency** and **patient outcomes**.
- **Provide product demonstrations and hands-on training** to healthcare teams.
- **Offer ongoing support** to clients, ensuring high **satisfaction and retention**.
- **Gather market insights** and customer feedback to refine sales strategies.
- **Achieve sales targets** and actively contribute to GTEQ's growth in Egypt.
- **Represent GTEQ professionally**, upholding the company's reputation in all client interactions.
- **Work independently** while coordinating with the GTEQ team to align sales strategies and goals.

Qualifications:

- **Bachelor's degree** in a relevant field related to medical, healthcare, or life sciences.
- **Strong knowledge** of medical technologies and their applications in **healthcare settings**.
- **Excellent communication and interpersonal skills**, with the ability to build **trust and credibility** with clients.
- **Fluent in English and Arabic**.
- **A valid driver's license** is required.
- **Willingness to travel extensively** within **specified regions in Egypt**, with occasional **nationwide** travel under a **freelance model**, where **travel expenses are self-funded**.

What We Offer:

- Enjoy the **freedom** of a freelancer contract with **ongoing collaboration and support**.
- Work with healthcare professionals to **enhance patient care** using **advanced MedTech solutions**.
- Earn **performance-based bonuses**, with a **fair 50/50 shared bonus structure**.
- Be part of a **collaborative, innovation-driven** team in a **startup-like setting**.
- Work with **state-of-the-art medical technologies** and **expand into international markets**.
- Receive **structured training** and **mentorship** to enhance your **technical and sales expertise**.
- Take on a key role in **specified regions of Egypt**, with occasional opportunities for **nationwide** contributions.

How to Apply:

Send your **CV** and a **personalized cover letter** to Jobs@g-teq.de. Applications will be reviewed on a rolling basis.