



Job Title: Freelancer Sales Engineer (MedTech)

Location: Egypt (**outside Cairo/Giza**) - 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 Sales Engineer (Freelancer) to join our team in Egypt. The role focuses on building strong partnerships with healthcare providers, delivering advanced MedTech solutions, and ensuring ongoing technical support and training. The ideal candidate will be client-focused, technically skilled, and driven to make a difference in the healthcare industry. This is a freelancer position, offering flexibility and autonomy while requiring close collaboration with the GTEQ team.

Key Responsibilities:

- Develop and maintain **strong relationships** with healthcare providers, understanding their **specific needs and challenges**.
- Present and deliver **tailored MedTech** solutions that improve operational efficiency and patient outcomes.
- Provide **hands-on training** to healthcare teams on the effective use of medical technologies.
- Ensure high **client satisfaction** by offering technical **support** and **after-sales** services.
- Gather client **feedback** and **insights** to help refine services and expand market presence.
- Achieve **sales targets** and contribute to **GTEQ's growth** in Egypt.
- Act as a **trusted representative** of GTEQ, maintaining **professionalism** and upholding the company's reputation in all client interactions.
- **Coordinate** closely with the **GTEQ team to align** project goals, priorities, and deliverables while managing your workflow as an independent contractor.



Qualifications:

- Bachelor's degree in biomedical engineering, Electrical Engineering, or a related field.
- Candidates residing **outside Cairo/Giza** are preferred.
- A minimum of **two years** of proven experience in **MedTech sales**, specifically within healthcare providers or clinical applications.
- Strong understanding of **medical technologies** and their applications in **healthcare settings** is essential.
- **Excellent communication and interpersonal skills**, with the ability to build trust and credibility with clients.
- Fluency in English and Arabic.
- Must possess a **valid driver's license**.
- Willingness to travel **extensively** within **specified regions in Egypt** and **occasionally across the country** under a **freelance model**, with travel expenses being self-funded.

What We Offer:

- Enjoy the flexibility of a **freelance contract** while benefiting from consistent **collaboration and support**.
- Work directly with **healthcare professionals** to enhance patient care through **advanced MedTech solutions**.
- Earn **performance-based bonuses**, with a **fair 50/50 shared bonus structure**, ensuring mutual success.
- Be part of a **collaborative team** focused on **innovation and professional development** and in a start-up work environment.
- Gain valuable experience working with **state-of-the-art medical technologies** and **expanding into international markets**.
- Enhance your **technical and sales expertise** through structured **training programs** and ongoing **mentorship**.
- Take on an active role in **specified regions in Egypt**, with occasional opportunities to contribute **nationwide**.



How to Apply:

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