



CooperVision®  
Specialty EyeCare



**CooperVision Specialty EyeCare (SEC) specializes in manufacturing custom lenses with the highest precision and quality. The SEC division is part of the CooperVision organization, one of the world's largest contact lens manufacturers with more than 10,000 employees. We sell our products in more than 100 countries, from China to Europe and from Africa to North and South America.**

**The SEC division focuses on innovative custom contact lenses, for every person worldwide achieve maximum visual acuity regardless of eye condition. By investing daily in our people and techniques, we work on our strength and future. The EMEA SEC division's head office is located in Eerbeek. More than 110 employees already work there towards a common goal, namely to let everyone experience their world to the fullest.**

In the short term we are looking for our Professional Services EMEA department for a:

### **TECHNICAL SALES CONSULTANT – FRANCE REGION (fulltime position)**

As a Technical Sales Consultant you will be involved in improving our services to eye care specialists and distributors in France and the French-speaking region in Belgium and you will work together with our Account Managers and the Professional Services team. You have a great passion for contact lenses and lead the way for eye care professionals to a successful contact lens practice. You do this by offering technical advice, organizing webinars, workshops and seminars and by creating clinical and educational content for conferences, events and trade magazines. Internally you are the link between the technical and commercial departments. Of course you are also regularly present in shops with the customer or in the clinic with the patients. Preferably you live in the Paris-region.

#### **Main responsibilities:**

- Providing training to customers to stimulate revenue growth
- Collaborate with and support the sales team to improve the clinical strategy and increase the knowledge level of our customers;
- Develop and promote training materials for eye care professionals;
- Responsible for providing adjustment and follow-up advice, offers help with contact lens problems and calculates contact lens prescriptions;
- Assist in the development of the KOL program
- Co-ordination of clinical and professional development programs, plans and actions for the professional services function
- Proactively reporting trends, news and activities in the market;
- Plays an important role in the signalling of- and acting upon bottlenecks in the organizational procedures related to eye care specialist and product services.

#### **The most ideal candidate:**

- Has a passion for the profession and is aware of the latest market developments;
- Has a very high level contact lens and product knowledge;
- Can independently take on tasks and projects;
- Is enthusiastic, customer-oriented and has good communication skills;
- Has a commercial, enterprising and flexible attitude;
- Has at least 5 years of experience as a practicing optometrist;
- Has a good knowledge of the English language, spoken and written;
- Preferably has experience in a similar position.





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**What do we offer:**

You will work at a modern, growing and informal company that is at the forefront of contact lens development, with highly skilled and passionate colleagues. You have a varied position with many interesting challenges, not one day will be the same. In addition, we find it important that you can continue to develop yourself.

**Contact**

Enthusiastic for this job? Please email your motivation and cv to [hrm@procornea.nl](mailto:hrm@procornea.nl). For more information you can contact Ron Beerten, Head of Professional Services EMEA or Wencke Schoorlemmer Manager HR: +31 (0)313-677677.