

Graduate Key Worker

TriMedika designs, manufactures and distributes medical devices serving international clinical markets. TriMedika is an export focussed organisation, already active in 21 markets across the globe. Due to our continued success and plans to grow, both through volume and new product development, we are excited to be looking for a Graduate Key Worker to join the team for an initial 18 month period.

Reporting to the executive team and international sales manager, the Graduate Key Worker will be responsible for the completion of a market research project that targets a specific overseas market. The market to be targeted is France and other French speaking markets if deemed appropriate. Based in TriMedika's headquarters in Belfast for the first 6 months of the project, the Graduate Key Worker will then spend the following 12 months 'in country' to undertake the market research project.

The successful candidate will be a proactive self-starter, with an appetite to learn and develop through this excellent opportunity. Independence of thought, intellectual curiosity, being goal oriented, disciplined and creative are key attributes that we seek in the successful candidate. This is indeed an exciting challenge for someone key to pursue a career in export selling and marketing.

Key Responsibilities

While not limited to the following responsibilities, the successful candidate will work to deliver a successful and effective project through the following:

- Detailed market research to identify trends and insights into the use of medical thermometers in the French OR German hospital market
- In depth research and assessment of the competitive landscape in France OR Germany in medical thermometers
- Profile the connected health landscape in France OR Germany for professional medical vital signs platforms and medical devices
- Assess opportunities for our existing stand alone thermometer TRITEMP and for the GEN II connected version of the product which is a prototype stage.
- Work with the International Sales team to develop knowledge of the market
- Identify through research potential distribution partners in France OR Germany
- Map the French OR German hospital network including both public and private organisations and identify 5 key reference sites for trials to result in White Papers
- Work with TriMedika marketing team to advise on and devise ideas for marketing campaigns using the market knowledge gained through the project

Qualifications

Required:

- Undergraduate qualification with minimum of 2:1
- Excellent written and verbal communication skills
- Excellent analytical skills – use of excel
- Strong interpersonal and relationship building skills
- Demonstrable attention to detail and high levels of accuracy
- Ability to meet deadlines
- Excellent planning and time management skills, with the ability to manage the multiple aspects of this project in a structured way
- Ability to work under pressure, remaining adaptable and flexible
- Fluency in French and/or German both written and spoken

Desirable:

- Knowledge of other EU languages
- Knowledge of medical markets

You can find more information on who we are and what we do at www.trimedika.com.