

Organisation & Function Description

ACCOUNT MANAGER MICROSCOPY

(Walloon-Luxembourg)

OLYMPUS BELGIUM

OLYMPUS BELGIUM N.V.

Boomsesteenweg 77, B-2630, Tel. +32 (0)3 870 58 00, Fax +32 (0)3 887 24 26, www.olympus.be
Deutsche Bank Brussels 826-0004292-41, IBAN: BE88 8260 0042 9241, BIC: DEUTBEBE
RPR/RPM Antwerpen, B.T.W./T.V.A: BE0405.804.052

Information about the company

The company and company activities:

With approximately 70 employees, Olympus Belgium is a dynamic and steadily growing sales organisation. This Aartselaar-based subsidiary of Olympus Europa Holding GmbH is responsible for the distribution of our entire opto-digital specialists' product range: medical products (microscopy, rigid and flexible endoscopes), industrial products (endoscopy, microscopy, high speed cameras and security technology) and consumer products (digital cameras, binoculars, audio recorders and professional dictation systems).

The **Olympus** brand stands for

- innovative opto-digital technologies, outstanding design and top quality
- intense customer orientation and fast implementation of customers' wishes and market requirements
- creativity and originality when developing new products and efficient systems solutions.

Olympus is a vision-realizer: we consistently focus our development capabilities, manufacturing technologies and sales skills on enabling you to realise your dreams for the future.

Olympus is customer oriented: we strive to understand and fulfill your current and future needs and to exceed your expectations. We achieve this through our efficient management, motivated employees who receive training on a regular basis, and continuous improvement of our processes.

Olympus is innovative and original: our original thinking has already resulted in many firsts. It was Olympus that gave the world its first commercially viable gastroscope. We also led the way in producing lightweight compact cameras.

We are delighted to share our excitement and sense of discovery with you.

More information can be found on www.olympus.be

Culture and atmosphere within the company:

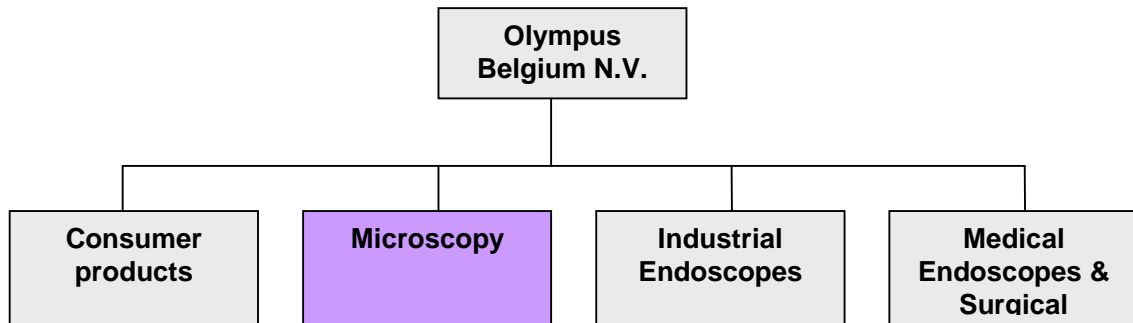
High employee satisfaction is an indicator of an excellent corporate culture and integral to a successful and flexible company. In an international, multicultural company characterized by open debate and consensus, the ways of human co-operation are the basis of a positive working environment and mutual success. We encourage an atmosphere of openness and trust. That means we actively involve you in decision making processes, and we adopt an active approach to conflicts. The

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opinion and the contribution of each and every employee are very important to our success as a company.

Organogram Olympus Belgium N.V.:



Position in the organization:

You are part of the Microscopy division and you will report directly to the Division Manager.

Information about the function:

The department:

The division Microscopy mainly focuses on life science but there is a growing interest for the Industrial/Material Science applications. Products are ranging from smaller stand-alone microscopes and stereo microscopes, over high-end microscopes with imaging capacity to complete imaging systems, including microscopes, image capturing devices, software for image analysis, all perfectly combined as a customer tailed solution for specific applications and customers.

Customers are universities, research centra, hospitals, pharmaceutical companies, quality labs & research in industrial companies, food and food ingredients companies, governmental institutes, ...

Function title: **Account Manager Microscopy**

Job description

You advice on the purchase and use of Olympus microscope and digital imaging systems.

You are in contact with research centers and laboratories, schools for higher education, hospitals, and companies in Walloon and Luxembourg. You discuss their applications and you position those within the Olympus product range. Your apt application analysis, commercial skills and perseverance result in selling Olympus microscopic systems.

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After each sales realization, you organize an in-company training for future users of the microscopic system and you ensure further support. If needed, you also offer commercial support to the after-sales service.

During the training days for clients, which are held in our training room in Aartselaar, you will perform part of the training, together with the other members of the microscopic team.

A internet connection will be installed at your home office so that you can communicate on a daily basis with the company about the on-going activities and generate offers electronically.

On top of a permanent training in the newest technologies, you will get the necessary technical and scientific support, in co-operation with our suppliers.

Job content:

- Advising our customers and potential customers concerning the usage and the purchase of microscopes, imaging systems and digital imaging processing and analyzing systems.
- You understand and discuss customer applications and the configuration of the Olympus systems.
- You help defining the sales strategy. For this, action plans are set up which are being evaluated on a regular basis on achieved results.
- Acquisition and follow-up on leads and prospects generated by a pro-active market approach.
- Generating offers and following up on them, including conducting the sales negotiations.
- Organizing and performing product demonstrations, workshops and seminars.
- Taking care of an excellent after sales service, which shows as: installation of systems, organization and performing of training sessions for (possible) users.
- Reporting on sales, prospects, orders/losses, competition activities and other market developments.
- Keeping contact with opinion leaders by being regularly present at congresses and seminars.

Candidates profile

- You hold a degree on higher level (bachelor with experience or master) with a strong affinity for science and technique. Affinity for Material Science is a plus.
- Proven sales experience and/or microscopy knowledge are an asset.
- You are bilingual (French/English) and you have a passive knowledge of Dutch.

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Personal attitude:

- A key-account management approach to establish durable, profitable en competitive customer relationships.
- A challenge to prospect and 'hunt' new customers and to broaden market share in your area
- A self organizer: independent, goal directed and result driven.
- Planning, structured way of working; setting the right priorities
- A team player, eager to learn and to share knowledge and expertise
- A person who wants to commit to a long term engagement.
- Driven, committed and oriented towards improvement (both of him/herself, the organization and the results)
- Strong social and communication skills and commercial insight (dealing with matters that effectively raise money).
- Open, honest and informal (do what is agreed on and willing to share knowledge)
- Can cope with stress (being able to deal with deadlines)
- Enthusiasm and perseverance

Remuneration

In this position you can count on an attractive salary according to knowledge and experience, complemented with a company car and fringe benefits like an accident and hospitalization insurance, a laptop, mobile phone and a motivating bonus scheme. An internet connection will be refund by the company.

Attractive assets

You become part of a dynamic company that belongs to a large international group. You will work within a dynamic team of specialists and professionals, dealing with topnotch products, services and cutting edge technologies.

Training

An extensive training program is available and will be customized to individual needs.

Contact

If you are interested in this vacancy, please send your Curriculum Vitae to:

Dirk.vanoekelen@olympus.be

Or contact:

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