

Clinical Sales Specialist (Position available immediately)

About MEDIFURB

MEDIFURB – Cascais Medical Refurb is a brand-new company officially launched in September 2025, following a project initiated early this year. Our mission is clear: to make cutting-edge medical technology more accessible, more sustainable, and more local for healthcare facilities and specialized doctors in Portugal.

Based in Lisbon, **MEDIFURB** is looking for two talented Clinical Sales Specialists to join its dynamic and entrepreneurial team of four to ensure a fast growth delivering, expertise trust and long-term partnerships with healthcare professionals.

Unlike many players in the refurbished medical equipment space, **we are a Portuguese company** — giving our clients the advantage of a local contact who truly understands the specific needs and challenges of their market across **three strategic segments**. Our clients benefit from **certified, reliable solutions** while simplifying procurement and compliance — with the trusted local supplier.

We specialize in the **distribution of refurbished high-end medical equipment**, providing **hospitals, clinics, and medical centres** with access to modern, certified systems at a significantly reduced cost — without compromising on quality, safety, or performance.

🔍 Our Offering – Structured Around 3 Key Segments:

◇ **GE Healthcare Ultrasound:**

Recent ultrasound systems (2 to 5 years old), fully refurbished and EC certified, for:

- Gynecology & Obstetrics
- Radiology
- Cardiology

◇ **Flexible Endoscopy: Olympus, Pentax, Fujifilm**

High-performance systems for:

- Gastroenterology
- Pulmonology
- Urology

◇ **Surgical Microscopy - Zeiss, Leica**

Refurbished surgical microscopes designed for:

- ENT
- Ophthalmology
- Neurosurgery

Position summary

We are seeking a motivated and dynamic **Clinical Sales Specialist** to join our growing team. The ideal candidate will be responsible for managing the entire sales process, from initial contact to official award, ensuring a steady flow of qualified leads and maximizing new business opportunities and customer satisfaction.

Your role will be crucial in converting prospects into customers, ensuring portfolio growth, and directly contributing to the company's success.

To ensure proximity with our clients and efficient market coverage, **each Sales Specialist will be assigned to one of two regions:**

- **North region:** from Lisbon to Porto
- **South region:** from Lisbon to Faro

This role requires a deep understanding of the medical device market and the broader healthcare industry, along with strong relationship-building skills across your dedicated region.

Key responsibilities

Sales Growth: Achieve or exceed sales targets by promoting and distributing MEDIFURB's products and services to healthcare professionals, hospitals and clinics within the assigned territory.

Customer relationship management: Develop and maintain strong relationships with key stakeholders, including healthcare professionals, procurement departments and hospital administrators. Promote the brand during healthcare professional's events.

Territory Management: Plan and execute a strategic segmentation plan that focuses on high-impact opportunities, regular customer visits and account management.

Product expertise: Demonstrate in-depth knowledge of medical devices to effectively address customer needs and differentiate MEDIFURB from competitors. In house and OEM training to increase expertise proficiency.

Market Intelligence: Gather and report on market trends, customer feedback, and competitor activity to inform sales strategies and product development.

Compliance: Ensure all sales activities comply with regulatory requirements and company policies.

Reporting: Maintain accurate, timely records of sales activities, customer interactions, and sales forecasts using CRM software.

Qualifications

Education: Bachelor's degree in Business, Biomedical, or related field.

Experience: 3-5 years of successful sales experience in the medical device or healthcare industry in Portugal. Experience with complex B2B sales processes is preferred.

Technical skills: Proficiency with CRM software (Salesforce is a plus) and the Microsoft Office Suite.

Knowledge: Strong understanding of the healthcare industry, including medical devices, regulatory requirements, and the hospital procurement process.

Fluency in English and Portuguese (French is a plus)
In house training provided on refurbished products.

Organizational and time management skills: Ability to juggle multiple priorities, keep CRM data current after calls and meetings, and produce clear reports and summaries in both English and Portuguese.

Communication skills: Excellent verbal and written communication skills, with the ability to adapt messaging to diverse stakeholders and present ideas with clarity and impact.

Interpersonal skills: Strong relationship-building skills, with the ability to influence and negotiate with healthcare professionals and decision-makers.

Competencies

Self-motivated: Driven to achieve goals and exceed expectations with minimal supervision.

Strategic thinking: Able to analyze market conditions and develop strategies to capitalize on opportunities.

Adaptability: Thrives in a fast-paced, dynamic environment and adjusts easily to shifting priorities.

Customer-focused: Committed to understanding and addressing the needs of healthcare providers, with an entrepreneurial mindset and a proactive, solution-oriented approach.

Why join MEDIFURB?

- Competitive salary based on sales experience, with uncapped performance-based incentives.
- Comprehensive benefits package, including health insurance, company car, meal allowance, company laptop and mobile phone.

- Collaborative and supportive cross cultural work environment.
- Home office with monthly HQ meetings in Lisbon.