

## Product Marketing Manager – Treatment Delivery Systems

to complete our team in Steinhausen (ZG)

When you join Varian, you're joining an organization with more than 6,500 team members across more than 30 countries. Bring your talent to a place where your work will help fight cancer. We develop and manufacture products and solutions that innovate, support and streamline cancer-fighting solutions worldwide. Our teams have a common drive to help others, and a passion for excellence.

For the past 65 years we have been the world's most influential company in fighting cancer by treating with radiation. Continuing with this tradition, we have a product portfolio that will take cancer care to the next level. We are looking for talented product marketers to join this endeavor, and become a member of our team. The team's mission is to continuously expand the reach of our solutions to help more clinicians and their patients gaining access to the highest quality of cancer care.

### Major Responsibilities:

- Develop product line specific marketing and sales tools, documentation, presentations, demonstration systems and other materials
- Support EMEIA commercial activities for the respective products and capabilities during all sales phases and events (congresses, exhibitions, road shows, customer visits, in-house)
- Contribute to strategic planning to support the Radiotherapy market and Varian's growth
- Develop business plans, product positioning and pricing strategies in the marketplace
- Oversee market research, monitor competitive activity and identifies customer needs
- Work with engineering, manufacturing and sales to develop new products or enhance existing products or product lines

### Qualifications and Experience:

- Medical physics degree with clinical experience in Radiation Oncology preferred
- Alternatively, scientific or technical degree (medical physics, engineering, etc.) with clinical or industrial experience in the Radiation Oncology or Radiology fields. Or business degree, with experience in Marketing or Product Management of medical devices.
- Strong interpersonal communication skills
- Strong analytical skills
- Strong ability to motivate and influence internal (sales) and external (clinicians) clients
- Fluency in English, other European languages desired
- Good knowledge of MS Office
- Willing to travel up to 60%

You are communicative, focused and analytical. In addition, you can express your ideas and research in written form. You are used to working independently, open to discussing ideas and solutions with your colleagues. You thrive in an international work environment and in cultivating your contacts with partners in Europe and overseas.

You're just one click away to become part of a global network of innovative and inspired minds! Apply now and join our mission to help save lives. Someone, somewhere, will be glad you did. [APPLY HERE](#). Job Code 12899BR.

[www.varian.com](http://www.varian.com)