



HILDITCH

GROUP

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European Sales Manager

Role Description

We're hiring a commercially driven European Sales Manager to accelerate growth across Europe. You'll build and expand relationships with hospitals, healthcare providers and industry partners, owning the commercial cycle from first conversation through to successful resale outcomes, supported by our internal valuers, marketing and operations teams.

What you'll do (key responsibilities)

- **Grow and retain key accounts:** become a trusted partner for decommissioning, replacement cycles and surplus equipment management.
- **Win new business across Europe:** identify, target and secure new hospital and healthcare accounts and asset disposal opportunities.
- **Lead commercial plans by territory:** build pipeline, forecast accurately, and prioritise high-value opportunities.
- **Own end-to-end deal success:** work with internal teams to deliver valuations, cataloguing, resale routes (auction or direct sale) and a smooth client experience.
- **Partner with Marketing:** shape campaigns and go-to-market activity to increase inbound demand and buyer reach.
- **Support expansion into new modalities and markets:** collaborate with the UK team to develop strategy and open new vertical opportunities in medical equipment.

What we're looking for

- 4+ years' experience in B2B sales or account management (field or territory experience preferred).
- Confident building relationships with multiple stakeholders, including procurement, clinical engineering, estates, finance and sustainability teams.
- Consultative, self-starting and comfortable owning a European sales territory.
- Strong organisational skills, including CRM hygiene, forecasting, prioritisation and deal follow-through.
- Full driving licence and valid passport (travel required).

- Additional European language skills are a plus.

What you'll get

- Competitive salary plus performance-based bonus.
- Company pension.
- On-the-job training in valuations and medical equipment resale processes.
- High autonomy, strong visibility and the opportunity to drive meaningful sustainability impact in healthcare.

How to apply

Apply via LinkedIn or send your CV to Hugo Hilditch (Sales Manager)- hugoh@hilditchgroup.com