

Job Description

Job Title	Regional Manager – West Coast
Department	Sales & Marketing
Reports To	VP Sales & Marketing
Location	Remote
Effective Date	

SUMMARY: The Regional Manager leads all direct and indirect commercial sales activities within the assigned geographic territory.

DUTIES AND RESPONSIBILITIES:

- Develop and execute the territory sales strategy
- Drives all sales activities within territory to meet and exceed quotas
- Establishes and manages the pipeline and sales forecast information
- Identifies new independent sales organizations/representatives (IMR) as needed to adequately cover the territory and manages those companies/individuals
- Meets with current and potential customers regarding clinical equipment needs and advises customers on types of equipment to purchase
- Resolves customer complaints regarding sales, service, and technical/clinical issues
- Executes product evaluations, product trainings, after sales activities, and marketing activities
- Assist in the new product development process
- Support, lead and participate in local and national trade shows
- Collects and reports on customer/market/competitive activities
- Support other territories as need arises
- Collaborate in national projects, product training programs and other activities not specifically focused on a given territory
- May be assigned additional duties as required
- Performs all duties according to established quality standards, applicable laws and regulations, best practices, and highest ethical standards

QUALIFICATIONS:

- Bachelor's degree (B.A.) or equivalent
- Four to six years related experience or equivalent
- Operating room familiarity required
- 2-4 years of capital sales experience or equivalent
- Proven sales leadership and business acumen skills with national perspective preferred

- Demonstrated ability to supervise and motivate independent contractors
- Commitment to excellence and high standards
- Excellent written and verbal communication skills, including presentation skills
- Good judgement with the ability to make timely and sound decisions
- Strong organizational skills; able to manage competing priorities and work independently
- Familiarity with MS Office and other IT solutions

PHYSICAL DEMANDS AND WORK ENVIRONMENT:

- Ability to stand for extended periods of time
- Ability to enter Operating Room settings
- Ability to occasionally lift up to 30 pounds
- Significant overnight travel by car, plane, or other means. Occasional international travel possible