



## Job Description – Territory Manager

### Reports To – Area Sales Director

#### Job Responsibilities

We're looking for a results-driven sales representative to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability.

#### General Description and Duties:

*To perform this job successfully, an individual must be able to perform each essential task satisfactorily. The tasks listed below are representative of the knowledge, skill, and/or ability required to perform this job effectively.*

- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

#### Projects and Other Duties:

- Perform other duties as assigned by supervisor. Travel as required to cover the designated territory.

#### Position Qualifications

- Prior experience and proven track record as a Sales Rep, preferably in the Medical Device industry.
- Prior experience as a leader in their commercial organization.

#### Minimum Education:

- Bachelor's degree

#### Minimum Experience:

- 5 Years of Sales Experience, preferably in Medical Device
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback