



Medical Device Sales Rep - Leading Device Technology

Brett Fisher Group - Atlanta, GA

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Job Company



Our award-winning, rapidly-growing medical device client produces a life-saving airway and respiratory drug delivery device sold patients in 75 countries worldwide. Their groundbreaking technology is a category leader. We are seeking an accomplished critic (regional sales leader) to oversee the Arizona and New Mexico territory. This role trains and manages relationships with distributors and makes a great transition into sales management. This is a great opportunity to join a well-established, rapidly growing, dynamic company with leadership.

What You'll Tackle:

- Responsible for achieving sales revenue budget for products within a territory.
- Drive and support the distributors in the U.S.
- Provide clinical training and support for customers and distributors.
- Launch new products in combination with marketing in the territory.
- Establish strong physician and clinician relationships.
- Possess value based and strategic selling skills.
- Be innovative in creating new sales opportunities for client products.
- Conduct peer to peer and promotional events in your territory.
- Any other ad hoc duties at the request of your manager.

What's Needed to Win:

- Bachelor's degree.
- 3+ years of experience in medical device sales; preferably in acute care settings; hospital, IDN, ICU, surgery center, emergency care call points.
- An accomplished sales leader and revenue builder.
- Previous engagement and sales experience with distributor partners, a strong plus.
- A dynamic, confident, driven and articulate individual who can interact effectively with all levels of the organization, forging high communicating in a compelling and direct fashion.
- Ability to travel overnight at least 60% of the time outside of the Houston market.

Interviewing immediately.

Salary commensurate with experience.