

Job Title	CrossLink / Stryker Spine Sales Rep
Location	Athens, GA; Gwinnett County, GA
Job Description	Primarily responsible for meeting and exceeding sales objectives for the territory. Represent CrossLink/Stryker as a leader in our industry and the marketplace by working with a sophisticated audience comprised of surgeons and healthcare professionals.
Essential Duties & Responsibilities	<ul style="list-style-type: none"> ❖ Increase territory results by building and maintaining strong business relationships, and by developing and implementing sales strategies. ❖ Implement new sales plans and effective marketing strategies to position the organization competitively and to meet/exceed territory objectives. ❖ Identify the needs of new prospects and develop appropriate responses (written, telephone and face-to-face). ❖ Perform field calls for the account and assigned territory, including “on-call” and operating/emergency room consultation. ❖ Support compliance and the principles of responsibility (AdvaMed) by maintaining the privacy and confidentiality of information; protecting the assets of the organization; acting with ethics and integrity; reporting noncompliance; and adhering to applicable federal, state & local laws and regulations, accreditation & licenser requirements, and Company policies & procedures.
Qualifications/Work Experience Requirements	<ul style="list-style-type: none"> ❖ BS/BA in relevant field preferred or equivalent experience. ❖ Must be mobile and willing to travel. ❖ 2+ years sales experience in the medical device industry (which may include selling other types of orthopedic and/or complimentary products. ❖ Knowledge in the use of current office technologies (MS Office suite, databases, etc.) ❖ Excellent organizational skills ❖ Must be comfortable in emergency/operating room environments
Travel Requirement Percentage	10%

Note: The above information is not all inclusive and the position may have further requirements that will be explained in further detail at a later step in the hiring process.

Please send your resume and cover letter, if applicable to: jobs@crosslinklifesciences.com