



Associate Sales Representative – Spine

Location: Greenville, SC (plus surrounding areas)

Call Point - Specialty Surgery / O.R.

Call Point - Facility Surgery

Category - Medical Devices

COMPENSATION

Annual Compensation \$60,000 - \$85,000

Compensation Type: Salary + Commission

Travel: 40 - 50%

QUALIFICATIONS

- Demonstrated biomechanical aptitude, with previous exposure to professional orthopedic or clinical work environment preferred.
- Minimum 3 years successful B2B sales experience (prefer medical device sales) or demonstrated success as a Sales Associate (must be within medical device).
- Exceptional interpersonal, verbal and written communication skills.
- Demonstrated ability to develop and execute effective sales and marketing plan.
- Travel required within Territory, in support of other Territories within the District, and to national/Area sales meetings and conventions.
- 4 year degree or equivalent work experience required.

Description

- Meet or exceed territory sales objectives for each product category and in target accounts; meet or exceed territory market share objectives.
- Establish and maintain strong business relationships with prospective and existing customers.
- Develop and implement sales strategies.
- Serves as the primary backup contact for Sales Representatives.
- Maintain expert knowledge in Spine product, competitive product and current market; participate in continuing education program.
- Provide high quality “on call” service to existing customers.
- Provide “in service” training and other customer education in support of new product launches and in an effort to increase clinical knowledge of Spine products/programs.

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.