



To complete our team, we are looking for a:

## **Regional Territory Manager - Sales / Northeast Territory**

inomed is a global medical device organization and leader in developing equipment for Intraoperative Nerve Monitoring systems and accessories. The range of products we produce are disposable instruments, established nerve monitors, and other associated surgical devices. These systems are primarily used during ENT, Spine, and Cranial procedures to reduce the risk of nerve injury.

As an IOM Sales Representative, you will meet with clients throughout the territory as a subject matter expert and strategically promote and sell inomed IOM products that meet our customers' needs. You will be performing product evaluations in the operating room and office settings, persuasively demonstrating the value of our products—coordinate installations with the customer and our internal specialist in addition to being the onsite project manager. We will be asking you to track your territory progress and proactively communicate successes and losses in the monthly sales meeting. When onsite with clients, you use your product knowledge and quick thinking to solve product problems and inform doctors, nurses, and other staff about our products' proper use and maintenance. You take great pride in excellent service and are prepared to assist a customer whenever needed. As a Sales Representative, you love living in the fast lane and find purpose in selling inomed products that improve healthcare.

The ideal candidate has intraoperative nerve monitoring, IONM, ENT, or Spine sales experience. We are looking for a self-starter with a track record of explosive sales growth.

As this position is home-office-based, frequent traveling is required. You will report directly to the Sales Team Leader in the US.

### **ESSENTIAL FUNCTIONS AND BASIC DUTIES:**

- Achieving annual/quarterly sales targets
- Planning and communicating your sales strategy, budget and market information to senior management
- Continually managing the development of new accounts/sales opportunities and Partners (distributor, agent) using corporate sales tools
- Compiling and delivering corporate and product presentations to customers and relevant industry bodies as well as KOL's
- Collaborates with sales team resources to ensure the inclusion of technologically-sound clinical offerings in the operating room.



- Drives new business by discovering customer needs and articulating the benefits of the inomed solutions.
- Assists in retaining current customers by providing consultation and troubleshooting assistance.
- Partners and coordinates with Field Specialists and Tech Support to resolve escalated issues from customers and internal teams to improve customer experience.
- Keeps up to date with industry thinking and market segments by providing feedback for enhancements and future market opportunities to fill product issues and gaps or extend competitive advantage.
- Resolves escalated issues from customers and internal teams to improve customer experience.
- Builds lasting relationships with medical staff and key decision-makers.
- Ability to travel 50-70% of the time in the US

## QUALIFICATIONS

### Education/Experience Required:

- Bachelors Degree in a life science field
- 5+ years in an outside sales position (related medical fields or b2b sales preferred)

### Your Attributes:

- Exceptional client service focus
- Experience in clinical workflow and healthcare operations in the Operating Room and Clinic
- Excellent analytical skills
- Detail-oriented and highly organized
- Excellent written and verbal communication skills
- An influential team member who can also work independently
- Operation room experience
- Preferably IONM, ENT, or Spine experience
- Demonstrate team leadership.

### What We'll Offer:

- In-house product training program
- Computer training
- Full medical, dental, and disability coverage
- 401k
- Competitive salary with commission and bonus structure
- Relocation services should they be needed

inomed offers a challenging position with good career prospects in a fast-growing international company. We also offer a very competitive compensation package which consists of a base salary and commission.

In order to apply, please send your application with a CV and a brief description of your career to [jobs@us.inomed.com](mailto:jobs@us.inomed.com).