

Territory Sales Manager- Prosthetics

About the job

Excellent opportunity to make a difference and love what you do as a Regional Territory Manager for an innovative prosthetic manufacturer dedicated to improving the lives of those living with limb-loss.

The Regional Territory Manager will be responsible for driving sales growth in the designated territory. The position will be the lead point of contact for customers in the region.

Ideal candidate will reside within close proximity to a significant population center.

Position Expectations

- O&P clinic visits, to meet or exceed product and sales growth
- Develop trust and establish strong relationships with distributor representatives in your targeted areas
- Endorse, promote, and understand product lines to effectively provide product demonstrations, train distributors, and offer support
- Travel up to an average of 60% (as current COVID conditions allow)

Essential Responsibilities of the Job:

- Schedule and meet with Prosthetic clinics to introduce company and products to drive sales
- Deliver presentations to prosthetists, practice staff and technicians and other key decision makers, in both formal and informal settings
- Attend state, regional and national trade shows representing company

Required Knowledge, Skills & Abilities Include

- This position requires a highly motivated individual with a solid technical foundation and a proven track record of success
- Minimum of 2+ years O&P sales experience
- BA/BS Degree preferred but relevant experience will be given equal consideration
- Effective product presentation skills, capabilities and experience
- Ability to travel, including overnight, weekend and international as needed
- Strong organizational and time management skills
- Ability to establish own goals, work activities and schedule