

AngelMed is actively recruiting for a District Sales Manager. The Staff Requisition Number corresponds to the state/territory that we are looking for qualified candidate to fill. Below please find the job description.

POSITION: DISTRICT SALES MANAGER

STAFF REQUISITION NOS.: SR-22-019 (ARKANSAS)

OVERALL RESPONSIBILITY:

Responsible for promoting assigned products and for increasing the use of products for indications consistent with labeling within assigned region. Must be able to sell and differentiate the value of Angel-Medical products and services to Hospitals, Surgery Centers, IDNs, Hospital Systems, including Clinicians and all Administrative levels. Must have a valid driver's license.

KEY AREAS OF RESPONSIBILITY:

Account Management

- Ensure effective execution of company strategies and tactics within assigned geographic area
- Develop effective business plans to execute selling strategies that are consistent with corporate brand and marketing plans and are tailored to customer, account and geographic context
- Sell products to, and maintain relationships with, regional assigned accounts that are of significant importance to Angel-Med.
- Represent the organization to the customer and the customer to the organization.
- Acquire, expand and retain named accounts and ensure a high level of ongoing customer service.
- Review and analyze market/customer data to support and execute strategic planning
- Identify key decision makers for the use of our products and conduct customer meetings within assigned territory
- Develop relationships with key users and KOLs to support the promotion and expansion of use of the products in the disease areas in which they are approved
- Assist Clinical Representatives by being present and advising during procedures
- Maintain current CRM records
- Achieve sales goals for all promoted products
- Foster commitments to Angel-Medical.
- Educate HCPs on the correct use of our products in the disease in which they are approved
- Optimize time and efficiency within a large geographic area in order to maximize impact and results. Utilize resources for greatest sales impact
- Review and analyze data/systems/processes to identify and create business opportunities and to improve tactical implementation of strategic goals
- Comply with company's code of conduct and policy guidelines

Internal Interactions

- Provide key market insights and field feedback to commercial apparatus.
- Collaborate and share with sales and marketing organization ideas to overcome challenges and maximize opportunities.
- Participate on corporate wide inter-departmental project teams and/or function as a team leader lead for regional projects or initiatives as requested.

General

- Develop deep understanding of the market and customers within assigned area
- Develop a broad understanding of the overall marketplace for our products and our competitive space
- Acquire and build upon outstanding disease/product knowledge and consultative selling skills
- Complete all training requirements
- Ensures that all interactions and engagements are carried out with the highest ethical and professional standards and that all work is accomplished with quality and in accordance with AngelMed values
- Valid driver's license is a must.

PRINCIPAL RELATIONSHIPS

- Accountable to CCO, CMO or Vice President Sales as determined
- Responsible for – sales results and customer relationships within assigned geographic area; no direct reports
- Internal – Field representatives, Marketing, HR, Training, Sales Operations
- External – Customers, KOL leadership, Vendors

QUALIFICATIONS:

- Outstanding interpersonal consultative skills
- Excellent presentation/platform skills
- Ability to identify decision makers and influence decisions
- Strong business & financial acumen and analytical capabilities
- Ability to manage and prioritize workload, multi-task and manage a diverse mix of issues, responsibilities and challenges
- Ability to creatively address problems in an organized systematic way
- Willingness and ability to work within and outside of traditional business hours
- Collaborative style, responsive, considerate, flexible, assertive and personable
- Strong knowledge of Microsoft Office Products and web-based customer support tools

EXPERIENCE REQUIRED:

- Minimum 10 years therapeutic and/or surgical Medical Device industry experience required with at least 5 years of demonstrated success in a hospital/institution Medical Device/Capital equipment sales position. Corporate experience in marketing, sales ops, training or other commercial functions a plus. A Cardiology background is preferred.
- Bachelor's degree

- Such experience that demonstrates the ability to accomplish the principal responsibilities outlined.