

United States Jobs Expertini®

Medical Device Sales Representative

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Company: Medical Careers, Inc.

Location: United States

Category: other-general

Position Overview:We are currently seeking a dynamic and experienced outside B2B/medical/dental sales representative to join our team in Indianapolis. In this role, you will be responsible for selling regenerative/biomaterials to Dental Specialists across Indiana & Michigan.**Responsibilities:**Develop and implement sales strategies to achieve revenue targets and expand market share within the assigned territory.Identify and prospect potential clients, including Dentists and Specialists, through cold calling, networking, and referrals.Conduct product presentations and demonstrations to educate clients on the benefits and features of our regenerative/biomaterials.Build and maintain strong relationships with key decision-makers and influencers in the dental and medical community.Collaborate with internal teams to ensure seamless customer support and satisfaction throughout the sales process.Stay informed about industry trends, competitor activities, and regulatory changes to effectively position our products in the market.**Compensation and Benefits:**Competitive base salary with uncapped commission potential.Car allowance and covered expenses.Comprehensive benefits package, including medical, dental, and vision coverage.401k plan with company matching.Opportunities for career advancement and professional development.**Requirements:**Bachelor's degree preferred.2-5 years of experience in outside B2B, medical, or dental sales.Strong understanding of the dental and medical industry, particularly in regenerative/biomaterials.Proven track record of exceeding sales targets and building lasting client relationships.Excellent communication, negotiation, and presentation skills.Ability to work independently and collaboratively in a fast-paced environment.Some

overnight travel required, with a focus on covering the major markets in Indiana & Michigan. How to Apply: If you are a motivated sales professional looking for a rewarding opportunity to make an impact in the dental field, we encourage you to apply by sending your resume to medicalcareers@hotmail.com. We look forward to hearing from you!

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