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Regional Sales Manager - Synovis MCA Sales (Western Region)

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Company: Baxter International Inc.

Location: United States

Category: other-general

This is where you save and sustain lives. At Baxter, we are deeply connected by our mission. No matter your role at Baxter, your work makes a positive impact on people around the world. You'll feel a sense of purpose throughout the organization, as we know our work improves outcomes for millions of patients. Baxter's products and therapies are found in almost every hospital worldwide, in clinics and in the home. For over 85 years, we have pioneered significant medical innovations that transform healthcare. Together, we create a place where we are happy, successful and inspire each other. This is where you can do your best work. Join us at the intersection of saving and sustaining lives— where your purpose accelerates our mission.

Your Role at Baxter THIS IS WHERE you build trust to achieve results As a Regional Sales Manager, you take pride in representing Baxter and our products. Your keen understanding of our deep portfolio of products and belief in the value and quality they provide to patients fuels your confidence. Our customers trust you and appreciate your knowledge and curiosity when finding solutions to meet their needs. You enjoy being on location, building relationships, and establishing trust with the doctors and nurses who use Baxter solutions every day. As our primary connection to the healthcare professionals who rely on our products to save and sustain lives, you are the face and voice of our solutions. You enjoy seeing the connections between teams and how they work together to drive business results. The insights and feedback you share with your team and to cross-functional partners help validate and advise priorities and changes. The Regional Sales Manager in conjunction with the SMCA President and Director of US Sales, will optimally lead and manage the assigned sales region, and either attain or exceed identified goals. Follow a consultative leadership approach throughout

the region to support and develop the SMCA RSS's. Attain or surpass sales goals within the region. You will operate optimally within budgetary guidelines. Participate in company meetings and support trade shows. Effectively communicate regional sales status to company leadership. Acquire desired results by supporting the SMCA core values of trust, mutual respect, high communication, and a spirit of cooperation. Your TeamWe embrace opportunities to connect with the doctors and nurses that use our products every day to save and sustain lives. Observing their work, understanding their needs, and building strong partnerships are integral to our success. We're a friendly, collaborative group of people who push each other to do better every day. We find outstanding strategies to close deals and expand our skills by challenging ourselves and others. Whether out in the field with a partner or solving challenges with your territory team, you always have camaraderie and support to help accomplish your goals. What you'll be doing Lead, develop, and run the SMCA Regional Sales Specialists in the defined sales region. The West Region includes most (not all) states, west of the Mississippi river. Participate in company leadership meetings and local, regional, and national trade shows. Participate in the development of the annual sales forecast. Effectively communicate region status to company leadership. What you'll bring A bachelor's degree is required. A minimum of 3 of operating room sales experience, and at least 1 year of sales management experience is preferred. Have the ability to travel 50% of the time, be able to achieve and maintain a high degree of technical proficiency. Have the ability to develop and manage the SMCA RSS's within the region and to support the customer base within the sales region and throughout the US market. Willing and able to travel on weekends to attend trade shows, sales meetings, regional meetings, physician's symposiums, etc. Maintain O.R. credentialing certifications, including O.R. protocol and Bloodborne Pathogen training, immunizations, drug and criminal background screening and other credentials. Must have good communication skills and be able to manage their time and effectively work with sales personnel within their sales region. We understand compensation is an important factor as you consider the next step in your career. At Baxter, we are committed to equitable pay for all employees, and we strive to be more transparent with our pay practices. The estimated base salary for this position is \$129,600 to \$194,400 annually. The estimated range is meant to reflect an anticipated salary range for the position. We may pay more or less than of the anticipated range based upon market data and other factors, all of which are subject to change. Individual pay is based on upon location, skills and expertise, experience, and other relevant factors. This position may also be eligible for

commission, and long-term incentive. For questions about this, our pay philosophy, and available benefits, please speak to the recruiter if you decide to apply and are selected for an interview. The successful candidate for this job may be required to verify that he or she has been vaccinated against COVID-19, subject to reasonable accommodations for individuals with medical conditions or religious beliefs that prevent vaccination, and in accordance with applicable law. Equal Employment Opportunity Baxter is an equal opportunity employer. Baxter evaluates qualified applicants without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, protected veteran status, disability/handicap status or any other legally protected characteristic. EEO is the Law EEO is the law - Poster Supplement Pay Transparency Policy Reasonable Accommodations Baxter is committed to working with and providing reasonable accommodations to individuals with disabilities globally. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application or interview process, please click on the link here and let us know the nature of your request along with your contact information. Recruitment Fraud Notice Baxter has discovered incidents of employment scams, where fraudulent parties pose as Baxter employees, recruiters, or other agents, and engage with online job seekers in an attempt to steal personal and/or financial information. To learn how you can protect yourself, review our Recruitment Fraud Notice. 119745

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