

United States Jobs Expertini®

Surgical Safety & Closure Market Specialist.

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Company: Medtronic

Location: United States

Category: business-and-financial-operations

Careers that Change Lives Bring your sales talents to a leader in medical technology and healthcare solutions. Rooted in our long history of mission-driven innovation, our medical technologies open doors. We support your growth with the training, mentorship, and guidance you need to own your future success. Join us for a career in sales that changes lives. This **Surgical Safety & Closure Market Specialist** position, reporting directly to the District Manager, is responsible for meeting and exceeding sales goals by advancing high quality medical supplies, utilizing a solution based concept sale to the hospital marketplace within the assigned territory. This is an entry level role that provides sales support to the broader team as well as having individual sales objectives. The role provides coverage for a broad geographical area and should be based in New Mexico, Iowa, Nebraska or Idaho. Overnight travel up to 2 weeks per month.

A Day in the Life

Collaborate with Territory Specialist to build and execute sales plans to achieve market growth.

Discover customer priorities through current state assessment to determine pain points, economics, quality of care issues, staff morale and beyond.

Effectively build an account plan which incorporates consolidated account-level data on sales, short term and medium term goals and customer mapping with VAC members and other stakeholders.

Demonstrate ability to go broad with a value analysis committee (VAC) or similar personnel by sharing a mix of both economic and clinical messaging with key decision makers.

Use Salesforce.com and Cognos to research account data, capture key finding about VAC members and input pertinent business data to allow for accurate forecasting.

Convert product's technical features and benefits into financial/safety related messages per relevant audience.

Identify, prioritize and recruit potential clinical and economic champions according to relevant criteria. Prepare champions for VAC meetings.

Build rationale for a clinical evaluation with key decision-makers so that the evaluations are expected to succeed an intended primarily to demonstrate clinical acceptability.

Identify opportunities to efficiently deliver hands-on training outside of the OR and selectively prioritize opportunities to be physically present during product use.

Develop pre-call plans for quarterly reviews with customers: defining data to share, issues to discuss and agreements/action plans to pursue.

Collaborate and invite colleagues from other COT's to join at appropriate discussion points with customer to drive cross-portfolio sales.

Meet and exceed assigned quota and sales objectives including assigned quota uplift.

Utilize technology and data to analyze territory, effectively target accounts and pre-call planning.

Organize and maintain storage locker, samples and other sales material.

Maintain knowledge of the current industry / competitive landscape including, GPO's, healthcare economics, reimbursement, competitors and competitive products etc.

Interact with Marketing, Customer Service, and other internal departments.

Resolve customer complaints in accordance with Company policy, and advises sales management promptly of any situation beyond the Sales Representative's

Promotes and sells Medtronic's Surgical Safety & Closure products and services within an

assigned geographic area and /or specific customer accounts to meet or exceed sales targets.

Responsible for developing, building, and strengthening long-term relationships with stakeholders including hospitals, physicians, and Radiology and Surgical personnel.

Responsible for pursuing leads, assessing needs and providing product services to maximize the benefits derived from Medtronic's Medical/Scientific Equipment products and/or services.

Conducts and/or evaluates market research including customers and competitors activities.

Develops and/or implements market development plans/strategies and changes as needed.

Assesses customer needs and feedback regarding new products and/or modifications to existing products and communicates to internal stakeholders including R&D, Operations and Marketing.

Must Have: Minimum Requirements

Bachelors degree required

0 years of experience required

Nice to Have

Minimum of two years of documented outside sales success in a competitive, sophisticated environment, preferably tangible products (i.e. office equipment, copiers, payroll systems, information systems)

Evidence of top sales achievement with experience in multilevel account management is preferred

Ability to travel domestically and within region often involving overnight stays and stays up to one week in duration.

Introductory knowledge of company products and services

Cross References and Citations:

1. **Surgical Safety & Closure Market Specialist. HospitalityjobsJobs United States Hospitalityjobs** ↗
2. **Surgical Safety & Closure Market Specialist. Financialjobs Jobs United States Financialjobs** ↗
3. **Surgical Safety & Closure Market Specialist. Sustainabilityjobs Jobs United States Sustainabilityjobs** ↗
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