

United States Jobs Expertini®

Territory Sales Manager

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Company: Advanced Medical Balloons

Location: United States

Category: other-general

Territory Manager – North Florida expansion territory

About Advanced Medical Balloons
Advanced Medical Balloons (AMB) develops and markets novel balloon technology for problem-solving platform concepts in the fecal, urinary, and respiratory segments for the critical care space. The current focus is on the launch of our next-generation hygh-tec®-balloon and catheter system. The innovative design of hygh-tec® provides significant benefits in nursing, hygiene management, and patient therapy, reducing infection spread and protecting patients and staff in Intensive Care Units. hygh-tec®, is already used in Europe with great success. AMB is now expanding its footprint across the U.S market.

Position Overview
As Territory Manager, you will be responsible for driving the commercial success of the hygh-tec® family of products within a defined geographic area. We are seeking a candidate with at least 3 years of disruptive medical device sales experience, exceptional account management experience, a high degree of energy, and the ability to move clients to action; as well as someone who is goal-oriented and tenacious. AMB is seeking an influence management specialist who understands current and prospective customers' business needs to bring value and improve patient outcomes, as well as exceed AMB's sales goals. The ideal candidate will be a "sales hunter" with proven experience navigating new products from introduction to product evaluation, through value analysis, and finally, purchasing. This is an in-person, high-touchpoint sales process. The Territory Manager reports to the Director of Sales.* This role can be based in either the Greater Tampa Bay area or Greater Orlando area.
What You'll Do
Promote and sell AMB's hygh-tec® product line and manage relationships with key customer stakeholders including ICU's, Critical Care Nurses,

Hospitalists, Intensivists, Sourcing Directors, C-Suite, Value Analysis Committee members, Wound Ostomy RNs, Step down units, Infection Control, and any related personnel. Clearly communicate AMB's value proposition. Maintain a high volume of sales activity including prospecting, product evaluations, phone calls, proposal generation, customer presentations, and negotiations. Identify needs and buying processes of each account, build rapport, and influence customer decision-making. Drive revenue. You will close business to meet and exceed your monthly, quarterly, and annual sales goals, playing a key role in helping AMB achieve its growth objectives. Support customers through all stages of purchase, integration, and usage. Attend national, regional, and local meetings as required, representing Advanced Medical Balloons in a professional manner at scheduled meetings.

What We're Looking For

Minimum 3 years of disruptive medical device sales experience, ideally selling into OR, ICU/Critical Care, or acute care in assigned territory. Experience navigating hospital facilities and quickly being able to discern interested parties and decision-making stakeholders. Hunter mentality with proven ability to gain access to, and drive change through multiple stakeholders. New product introduction experience. Startup and product launch experience ideal. History of consistent, top performance with previous companies. Experience with a diversity of call-points across companies. Adaptive, possess strong interpersonal and problem-solving skills, curious, reads customer behavior, listens actively, excellent communicator, acts as caring industry expert, consistent/focused, independent/driven. Strong desire to be part of changing patient care and understands how to discuss a product beyond pricing, the ancillary cost benefit. Desire to be part of building and developing the sales process. Bachelor's Degree (preferred, not required)

What We Offer

\$75-90k base, \$180k OTC with uncapped commission
6 month guarantee (activity driven KPI)
Health insurance
20 days PTO (vacation and sick days)
Car allowance
Mobile phone/internet expense reimbursement
Growth opportunities- we are expanding our footprint across the US market and promote from within

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