



With more than 50 years of combined experience, Helix Medical LLC is a leading global supplier of medical devices supporting the ENT marketplace and custom manufactured solutions supporting top medical device manufacturers in pharmaceutical, biotech, and medical industries. With operations spanning North America, Europe, and Asia, we are positioned to meet the needs and expectations of our customers. Come join our amazing and inspiring team!

We are seeking a **Territory Manager** to drive sales for the InHealth Technologies product line. Applicants should be well versed in developing customer rapport, building and maintaining personal relationships with physicians, SLPs and office staff with the ability to accomplish both short and long term business sales goals. This position reports directly to the US Sales Manager. This is an excellent opportunity for the right candidate; however, you must be motivated and THRIVE in a fast-paced environment striving for continuous improvement.

#### **Essential Functions and Basic Duties**

- *YOY Sales Growth / Meet Sales Plan:* The Territory Manager is responsible for meeting and/or exceeding the annual sales plan and year-over-year growth targets as defined by management.
- *Sales Pipeline / Meet Strategic Growth Targets & Initiatives:* The Territory Manager is responsible for identifying target opportunities and/or accounts, as well as developing and implementing a strategy to maintain a sufficient sales pipeline needed to achieve the strategic growth targets and initiatives as defined by management.
- *Identify, Drive, and Manage New Opportunities:* The Territory Manager is responsible for identifying new opportunities, then driving and managing those opportunities (as needed internally and/or externally) to commercialization.
- *Take Ownership of Customers / Build & Maintain Excellent Customer Relationships:* The Territory Manager owns the customers within his/her territory, and is responsible for taking ownership of those customers to ensure that a positive customer relationship is maintained and customer satisfaction is achieved.
- *Communication and Reporting:* The Territory Manager is responsible for communicating and reporting activities, itineraries, regional strategies, program developments, etc. as defined by management.
- *Support Functions (Trade Shows, Sales Meetings, etc.):* The Territory Manager is responsible for participating and providing support to trade shows, sales meetings, and other sales-related functions as requested and/or defined by management.
- *Expense Management / Effective use of Travel and Expenses:* The Territory Manager is responsible for maintaining effective use of travel and expenses as defined by management and in accordance with Corporate Travel and Expense policies.

#### **Qualifications**

- Bachelor's degree or equivalent, including Life Sciences concentration, SLP, or Registered Nurse (RN)
- Must have a minimum of 5 years experience in Medical/Pharmaceutical Field Sales or related experience.
- Strong Communication Skills (Oral & Written)
- Strong Computer Skills (Communication, Presentation, and Reporting)
- Excellent Organizational / Multi-Tasking Skills

- High Level of Customer Focus & Self Initiative
- Self Managed (capable of working from remote location with limited supervision)
- Strong Relationship Skills / Team Player (internal & external)
- 70% Travel Required (utilizing effective travel practices)

In exchange for your skills and talents, we offer a competitive salary and commission plus a full range of benefits including medical, dental & vision insurance, basic & supplemental life, long term & short term disability, and our 401K is 100% vested after 2 years.

More importantly, you'll become a key player at a rapidly growing medical device engineering and manufacturing company. If you're like the majority of the people who work here, this will be the best place you'll ever work. Want to learn more about Helix Medical? Check out our website at <http://www.helixmedical.com>

Interested candidates meeting these qualifications should apply and send a resume and cover letter explaining why you are that one special candidate to [helixcareers@helixmedical.com](mailto:helixcareers@helixmedical.com).

Subject: **Job Code TM#2010h.**

Helix Medical is an Equal Employment Opportunity employer.

**Agencies & Direct Placements:**

Helix Medical LLC practice is to partner and work with our approved vendors only. Any resumes submitted from unapproved vendors will be considered unsolicited, and Helix Medical will not be obligated to pay a referral fee.