

TERRITORY MANAGER – SOUTHEAST TERRITORY

GA-AL-TN-MS-FL Panhandle

LOOK NO FURTHER FOR YOUR LONG -TERM, LUCRATIVE CAREER OPPORTUNITY WITH THE MANUFACTURER OF THE best-performing products in THE POST -SURGICAL COLD COMPRESSION THERAPY CATEGORY that provides better patient outcomes, reduces the need for pain medication, encourages health system standardization, staff work -flow enhancements, and increases patient satisfaction ?

Are you ready for a new challenge with lucrative rewards and unlimited earning potential?

How about working for a manufacturer that sources and manufactures its products here in the USA, which has never experienced a backorder?

We are looking for personable individuals with a solid ability to sell value -add to multiple high -level organizational stakeholders and to build your schedule without being micromanaged. You can earn immediate bonuses and long -term, uncapped commissions th at compensate for your hard work. You will be working with a dynamic team of sales representatives, management, and support staff who will support aggressive growth potential.

We'll provide a detailed training process , along with the tools, benefits, and support system needed to succeed and prosper. You'll need to bring the following to the table:

- Entrepreneurial Spirit
- Hunter Mentality
- Strategic, "out-of-the-box" thinking skills
- Ability to excel in a goal -driven, industry -leading manufacturer with an unheard-of Medical Device Manufacturer Net Promotor Score of 9 1%

If your strength is breaking down doors and building relationships with new and existing customers to drive business and increase revenue, we are interested in speaking with you!

High-Level Statement of the Role:

This Territory Manager sells post -operative orthopedic, neurosurgery, and general surgery products throughout Georgia, Alabama, Tennessee, Mississippi, and the Florida panhandle. Responsibilities include identifying and developing prospects, navigating complex sales cycles, closing deals, providing staff education and implementation, and retaining current accounts. The TM is responsible for interpreting concepts to meet market and customer requirements and bringing solutions to life.

Qualifications:

- 5+ years of documented success generating revenue through a complex, B2B full life cycle sales process.
- 100% outside sales experience with the ability to travel and stay overnight when appropriate within the territory.
- Technology Savvy
- Able to lift at least 55 lbs.

Reports to the Sales Director and Vice President

