



Territory Manager – Great Lakes

Description:

The Territory Manager is responsible for generating profit within Michigan, Ohio, and Upstate New York by selling Catheter Precision products to hospitals and physicians. This role must be able to train and support the electrophysiologist and their staff in various procedures and provide support in the EP/Cath and IR labs or patient clinic as required. This position requires excellent relationship management, teamwork, and strategic planning with the entire team. This position operates under supervision of the Area Sales Director.

Key Responsibilities:

- Establishes revenue stream in the geography for VIVO™ (pre procedural 3D mapping system) and LockeT (suture retention device).
- Drafts plans and strategies to prospect new opportunities and manages the sales pipeline.
- Establishes and maintains productive business relationships with key accounts.
- Effectively partners and collaborates with Clinical team to service customers and develop territory strategy.
- Uses knowledge of Catheter Precision's products and technologies to educate customers. Utilizes scientific publications and tools to establish the company's value proposition.
- Understands competitors' offerings and how they compare to Catheter Precision. Uses scientific articles and tools to establish value proposition.
- Proficient use of systems and internal processes to report and communicate with team and colleagues.
- Monitors and measures own goals and results.
- Attend industry tradeshows and events as needed.
- Showcases ethical behavior and adheres to all corporate policies and laws, makes prudent use of company resources and acts with complete integrity in all matters.
- Performs other duties as assigned.

Preferred experience and education:

- Bachelor's Degree in sciences or relevant experience.
- 5+ years of sales experience in cardiology (preferably electrophysiology).
- Must have successful track record with sales quota achievement.
- Must have strong clinical and technical aptitude with basic knowledge of the cardiology field.
- Excellent verbal and written communication skills.
- Excellent interpersonal skills. The candidate must enjoy and excel at personal relationship building.
- Problem-solving / troubleshooting skills.
- Computer experience with Microsoft programs such as PowerPoint, Outlook, Excel, and Word.
- Must be based within the geography, preferably Cleveland.
- Ability to travel up to 90%.
- Must have a valid driver's license (required).

When applying, please indicate in the message box what role you are applying for.