



Job Description

Interrad Medical Sales Representative

Summary:

The Interrad Medical sales representative will sell, train, & launch the SecurAcath device to Hospitals, Clinicians, and Physician customers. This position will sell new products and line extensions as they become available. This position will provide purchasing information to customer service and keep territory sales records and documentation. This position will assist with alternate sales channels should the business strategy dictate.

Responsibilities:

- Sell Interrad Medical products to Hospitals, Clinicians, & Physicians
- Assist Selling Interrad medical products to IDN's, GPO's when necessary
- Create & build territory business plans & sales funnels
- Build, Create, & Store territory sales records, contacts, & leads for Interrad Products
- Prospect for new customers
- Learn the SecurAcath studies, clinical data, product features & benefits and become proficient to train customers
- Communicate the marketing Securacath positioning
- Assist & provide product ordering and purchasing documentation to customer service
- Provide customer feedback internally to sales management, marketing, and product development
- Provide appropriate action to resolve customer complaints and related problems
- Maintain & support the Quality Policy and regulatory compliance
- Assist in recruiting key opinion leaders for product feedback and prospective clinical studies
- Launch new products and line extensions to new and existing customers

- Follow expense guidelines and reimbursement procedures
- Adhere to AdvaMed guidelines
- Provide competitive intelligence to sales management & marketing
- Identify new business opportunities
- Assist other sales channels (distributors, manufacturing reps, etc.) if necessary
- Refer potential new recruits into the organization
- Complete all training SOP's and documentation for employees
- Agree to split territories and train and introduce new reps as revenue growth dictates

Requirements:

- Minimum 3-5 years of successful medical device experience
- Experience interacting with Physicians & nurses
- Bachelor's degree
- Good driving record
- 80% travel

Preferred:

- MedTech Start Up experience
- Launched newly FDA approved medtech devices
- Worked with Field Clinical Specialists
- Built territories from the ground up