

ORTHOPEDIC SALES DISTRIBUTOR

LOCATION: Regional US

WHO WE WANT

- Confident, competitive and results-oriented salespeople. Proven Book of Business.
- Persuasive influencers. People who understand market positioning and can use their relationship skills and depth of knowledge to secure buy-in, cooperation, and loyalty.
- Organized self-starters. Salespeople who create and maintain precise inventory control to ensure they can initiate the implementation of a solution with the proper product or tool.
- Mission-driven, competitive salespeople who will be dedicated to the purpose of changing people's lives

POSITION EXPECTATIONS

As a NextStep ORTHOPEDIC SALES DISTRIBUTOR, you work with a high degree of service, reliability and commitment to sell HIP AND KNEE Replacement products that meet our customers' needs. You are responsible for becoming the expert as you work with a sophisticated audience of surgeons and healthcare professionals. You are driven to increase territory results by building and maintaining strong business relationships and by developing and implementing sales strategies. You exceed sales expectations day in and day out by building the current business to new heights. Communication is key with your current and new customers. You are always motivated by helping to produce the best possible patient outcomes.

QUALIFICATIONS

- BS/BA in relevant field (business or medical discipline preferred) or equivalent experience
- 2+ years demonstrated successful sales experience (in the medical device or industry preferred)
- Knowledge of principles and methods for showing, promoting, and selling products or services, including marketing strategy and tactics, product demonstration, sales techniques, and sales control systems
- Excellent organizational skills and knowledge in the use of current office technologies (MSOffice suite, databases, etc.)
- Experience in building and maintaining relationships (with surgeons & hospitals in respective areas would be beneficial)
- Must be comfortable in emergency/operating room environments
- Ability to participate in and attend sales meetings and professional association meetings outside regular business hours, as required

APPLY

Express interest, preferred region, and relevant qualifications via email to careers@theken.us. Cover letter and resume welcome.