

Area Vice President of Sales- Pacific Northwest US

LOCATION: Pacific Northwest US

JOB SUMMARY

As an Area Vice President of Sales at NextStep Arthropedix, you will be responsible for growing revenue by means of expansion and development of our Distributor network through aggressive recruitment efforts and clinical and strategic selling techniques. You work with a high degree of integrity, ethics and commitment to sell and manage those who sell HIP AND KNEE Replacement products that meet our customers' needs. You are responsible for becoming the product expert as you work with a sophisticated audience of surgeons and healthcare professionals, at times providing support in operating room consultations to ensure a positive experience and Distributor support. You are driven to exceed your area's market share goals by identifying and meeting prospective surgeon customers and Distributors and formulating ways to incorporate them into the company culture. At times we will look to you for insight into the industry and specific market needs, thus helping to direct our future product portfolio and pipeline. You will prepare and manage expenditures as well as determine market appropriate pricing for products. You are always motivated by maximizing company growth and profits while maintaining the highest ethical standards to produce the best possible patient outcomes.

KEY RESPONSIBILITIES

- Meets and exceeds sales goals in the Region via effective communication, targeting and forecasting with Distributors
- Displays a comprehensive understanding of all NextStep Arthropedix products including implants, instruments and surgical techniques to ensure proper training and communication to surgeons, staff and Distributors
- Identifies, recruits, and trains new Distributors to expand sales network well beyond current footprint
- Utilizes knowledge of the market, industry trends, competitive activity, to establish company position and business opportunity in the Region
- Takes ownership of the sales process in the Region and works closely with Sales Leadership on pricing discussions and contract negotiations with hospitals, GPOs and ASCs
- Maintains and demonstrates the highest levels of professionalism and standard of ethics.

QUALIFICATIONS

- BS/BA in relevant field (business or medical discipline preferred)
- 5+ years demonstrated successful sales experience in the orthopedic reconstructive (hip/knee replacement) sector of medical device industry
- 2+ years of sales management experience in hip/knee and demonstrated ability to grow business in a large Region with a smaller company

- Excellent organizational skills and knowledge in the use of current office technologies (MSOffice suite, databases, etc.)
- Ability to participate in and attend sales meetings and professional association meetings outside regular business hours
- Travel – 50%-75%, mostly within the Region

APPLY

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