

# Director of International Sales

## Company Overview:

Prytime Medical Devices, Inc. (The REBOA Company™) is an innovative medical device company that designs, develops, and commercializes minimally invasive solutions for hemorrhage control. Our flagship product is the ER-REBOA™ Catheter. The recent commercialization of this device has created an overwhelming interest in the domestic and international markets.

## Position Overview

The Director of International Sales will report to the SVP, Global Sales and Marketing. This role will be focused on the international sales channel including direct sales, customer support, new market development and market specific distribution.

We are in need of a dynamic and highly motivated individual to lead our International Sales efforts. Candidates must be highly communicative, operate with a sense of focused urgency and be capable of building partnerships with physician, clinician and hospital customers.

## Job Requirements

Direct and implement international sales strategy for Prytime Medical

Grow international sales while developing sales channels

Establish sales process to support strategies for distribution, contracting, business planning, forecasting and budgeting

Ensure sales efforts align with and support organizational strategy

Establish and maintain strong relationships with KOL's, hospitals and strategic partners/stakeholders

## Desired Skills and Experience:

BA/BS Degree with MBA preferred

Medical Device Sales experience required

Experience selling and developing international markets

Endovascular or Trauma experience preferred

Strong track record of sales leadership

Experience defining sales strategy and leading teams to sustained success

Ability to thrive in a fast-paced startup

Excellent communication and presentation skills

Ability to travel up to ~80%, when necessary