

AREA SALES MANAGER (ASM)

Job Description:

Summary:

This position is responsible for leading the Prytime Medical sales strategy and sales activities within the Great Lakes territory (IN, KY, MI, OH, WV) by; driving the appropriate development activities, executing the strategic business plan that lead to the attainment of the territory and company objectives. The Area Sales Manager (ASM) is in the field, engaging customers to develop and foster long term relationships that expand and secure the Pryor Medical customer base. The ASM is responsible for the identification of opportunities, attainment of sales objectives and operational activities on a daily basis to deliver and exceed results. The ASM is also responsible for measuring, monitoring and trending sales performance and intervenes to ensure successful achievement of business results pertaining to quota achievement, physician training and education as well as expense management.

Essential job requirements:

- Assist in the development, implementation, and monitoring of strategic sales initiatives
- Direct tactical plans to achieve business objectives
- Drive sales planning and execution initiatives to include; accurate forecasting and quota achievement, identification of key opportunities, market trends, competitor activity, and key accounts for strategic initiatives
- Contribute to the performance of the high performing Pryor Medical Sales Team while holding all members accountable for goal attainment, time management, professional conduct, independent development, effective expense management and accurate reporting
- Develop professional and sales relationships by actively engaging with physicians, key customers and accounts
- Manage and optimize the proper utilization of Pryor Medical assets and business development programs
- Research, develop & maintain long & short range sales & marketing plans
- Demonstrate leadership, accountability and influence that contributes to the mission and culture of the organization

Desired Skills and Experience:

- Bachelor's degree required
- 5+ years of sales experience with a medical device organization selling related products within the health care industry with a strong preference in vascular, endovascular and/or vascular trauma
- Experience navigating the complexities of the current healthcare environment to include; calling on the healthcare supply chain leadership, building relationships with senior level executives and key department heads
- Excellent oral and written communication skills including formal presentation skills before both small and large groups
- Demonstrated ability to prioritize activities to accomplish stated sales objectives
- Experience managing large geographies and coordinating efforts towards maximum efficiencies
- Ability to travel extensively throughout the assigned territory