

## Program Development Manager

**Remote Eligible:** Field Based; Successful candidates will live in one of the following metro areas:

- Northeast (Boston / NYC / Philadelphia / NJ)
- Mid Atlantic (Pittsburgh / Baltimore / DC / Charlotte)
- Southeast (Orlando / Atlanta / New Orleans)
- Midwest (Columbus / Chicago / Minneapolis / Nashville / Indianapolis)
- South Central (Dallas / Houston / Oklahoma City)
- Central (Denver)

### **Company Overview**

At Prytime Medical Devices, we have a bold vision: No one should bleed to death, and The sooner you stop bleeding, the better. We are working to revolutionize the care of severely injured patients by enabling trauma teams to gain control of life-threatening bleeding as a bridge to definitive repair. We partner with leading trauma centers to enable endovascular bleeding control through innovative devices and fanatical customer support. In support of our vision, we design, develop, and commercialize minimally invasive solutions for hemorrhage control. Our flagship product is the ER-REBOA-PLUS™ Catheter, the market leader for endovascular aortic occlusion in trauma. In addition to our national roll out of the ER-REBOA-PLUS™ catheter, Prytime was recently granted FDA clearance on a next generation partial REBOA catheter designed specifically to reduce ischemic insult and reperfusion injury called pREBOA-PRO™. We are following a very selective, data intensive approach to releasing this product. In doing so, Prytime is poised to create additional strategic opportunities and to lead the introduction of these devices in trauma and adjacent specialties. We are expanding our team to provide fanatical clinical support to improve outcomes with the launch of these new devices into the trauma and critical care market.

### **About the Role**

The Prytime Medical REBOA Program Development Manager will be responsible for driving sales revenue by the development of clinically sound REBOA programs, define and develop new business opportunities that clearly reflect the company's vision and priorities, and function in and contribute to overall team success. Individuals will exhibit strong clinical excellence, stay current on products, programs and competitive knowledge, and be able to face up to program situations and challenges quickly, directly and without hesitation. Candidate will have experience and be comfortable in the hospital setting and be creative in their problem solving.

The Program Development Manager will develop key relationships through frequent and routine customer visits, product demonstrations, product training (together with the Clinical Education Manager), and procedural observation. The PDM will map all critical stakeholders and develop specific account plans for each stakeholder including buy-in to the technology, early access protocol adherence, clinical training adherence of all departments, and procurement/supply chain activities. Additionally, candidate will build and maintain constructive strategic relationships in key accounts and be able to take actions that are consistent with the stated organizational goals. Candidate will manage their territory with integrity and in accordance with our Code of Conduct.

### **Your Responsibilities will include:**

- Build clinically sound REBOA programs by scheduling educational opportunities with current and potential customers and key stakeholders to fulfill revenue and unit growth objectives assigned by company on a monthly/quarterly/annual basis.
- Educates customers (together with the Clinical Education Manager) on the merits and proper clinical usage of company products by giving presentations and demonstrations using a wide variety of formats and platforms (e.g., slides, simulation tools and manuals).
- Develops and implements sales strategies by determining the relevant factors (e.g., product, competition and program needs) of existing and potential accounts to effectively promote the company's products to appropriate hospital personnel and physicians.
- Develops action plans (i.e., weekly, quarterly, monthly) by analyzing quarterly and monthly sales figures and reports; identifying the needs of particular accounts and discussing issues with the US VP of sales to help the organization achieve its annual sales goals and REBOA usage.

- Work in tandem with the Clinical Education Managers to clinically support REBOA programs at accounts to gain insight into the specific nuances of each physician and each member of the clinical staff.
- Responds to customer needs and complaints regarding products and service by developing creative and feasible solutions or working with other related personnel (e.g. clinical research, supply chain, service line administration, C-suite and/or marketing) to develop optimal solutions.
- Work closely with the area Clinical Education Manager with a PACK mentality and attention to BEST IN CLASS teamwork and alignment.
- Develops relationships with hospital personnel (e.g. through direct conversation, meetings, participation in conferences, REBOA program awareness activities) to make new contacts in other departments within hospital and to identify key purchasing decision makers in order to facilitate future program development.
- Develop professional and sales relationships by actively engaging with physicians, key customers and accounts
- Manage and optimize the proper utilization of company assets and business development programs
- **Demonstrate leadership, accountability and influence that contributes to the mission and culture of the organization**

**What we are looking for in you:**

**Basic and Preferred Qualifications:**

- BA/BS in related field plus minimum 5 yrs sales experience ideally in Medical Devices calling on Trauma Surgeons, Cardiology, Vascular surgeons, Interventional Radiology (IR) or similar hospital-based sales experience with progressive record of accomplishment demonstrating increased levels of responsibility and success.
- Must have a technical aptitude; be able to discuss & explain complex technical product information.
- Must be able to work flexible hours and complete an extensive training program.
- Experience selling physician preference items, developing markets, creating clinical pathways and driving standard of care changes with revolutionary technologies
- Experience navigating the complexities of the current healthcare environment to include the following: 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 (80%).