

Territory Sales Manager- Prosthetics

About the job

Excellent opportunity to make a difference and love what you do as a Regional Territory Manager for an innovative prosthetic manufacturer dedicated to improving the lives of those living with limb-loss.

The Regional Territory Manager, reporting to the Director of Sales, will be responsible for driving sales growth primarily in the western United States. This is a collaborative effort with partner distributors, meant to establish trusted relationships and meet or exceed established goals. The position will be the lead point of contact for customers in the region but will receive full support from customer service, marketing, operations and management to address questions/concerns from the field.

Position Expectations

- O&P clinic visits, to meet or exceed product and sales growth, with support from colleagues, as needed
- Develop trust and establish strong relationships with distributor representatives in your targeted areas
- Endorse, promote, and understand product lines to effectively provide product demonstrations, train distributors, and offer support
- Record all customer visits and pertinent correspondence in CRM
- Perform administrative duties as required. This will include making travel arrangements, keeping calendar up to date, completing expense reports and inputting pertinent information into CRM
- Travel up to an average of 70% (as current COVID conditions allow)

Essential Responsibilities of the Job:

- Schedule and meet with Prosthetic clinics to introduce company and products to drive sales
- Deliver presentations to prosthetists, practice staff and technicians and other key decision makers, in both formal and informal settings

- Follow-up on customer/distributor rep requests and assist in resolving customer concerns/issues/questions
- Provide relevant information such as pricing data, distribution arrangements, coding, warranty, etc.
- Travel, when possible, with distributor sales personnel in targeted region to help them develop effective presentations for our product line
- Develop trusted relationship to serve as their key point of contact for company
- Cold-call as time allows
- Attend state, regional and national trade shows representing company. This could include set-up/tear down of booth and social events
- Conduct product training and education workshop in-person at exhibitions & trade shows and with distributors (or via video conferencing when circumstances dictate)
- Primary point of contact for communication between customers and internal staff offering suggestions that may help marketing, operations & customer service
- Engage in appropriate Social Media channels to build a network of contacts and to provide product information
- Gathers, analyzes and deliver information from the field to allow the company to develop strategies and products appropriated to the O&P market
- Assist in establishing annual sales budget

Required Knowledge, Skills & Abilities Include

- This position requires a highly motivated individual with a solid technical foundation and a proven track record of success in building & maintaining customer relations
- Minimum of 2-5 years marketing and/or sales experience
- Practical knowledge and experience in sales, business, or healthcare adjacent
- BA/BS Degree preferred but relevant experience will be given equal consideration
- Effective product presentation skills, capabilities and experience
- Strong computer skills/experience with Microsoft products - PowerPoint, Excel, Word, etc.
- Ability to travel, including overnight, weekend and international as needed

- Strong organizational and time management skills
- Ability to establish own goals, work activities and schedule
- Eager to collaborate, contribute and operate in a team setting
- Effective written and oral communication skills
- A working knowledge of Social Media platforms and a willingness to use Social Marketing to raise awareness and increase engagement
- Experience with clinical patient interaction

About the company - Lindhe Xtend

Lindhe Xtend is a young, innovative Swedish company in the field of prosthetics. We are globally expanding, and we now also have a subsidiary in Florida, USA. All our products are developed from the user's point of view with a high focus on quality, function and user-innovation.

Christoffer Lindhe, our founder, is a triple-amputee. Based on his needs, the company was founded in 2013 and since then we have developed two innovative products:

Xtend ®Foot: Targeted to the outdoor user with a remarkable adaptability to uneven grounds. Simulating the function of a human foot.

Xtend ®Connect: A new type of adapter that allows the user to disconnect/connect their prosthesis in order to make day-to-day life easier, safer and more manageable.