**Trice Medical, Inc.**

**Territory Manager – LA/Ventura**

POSITION OVERVIEW

The Sales Representative is responsible for achieving sales quota, profitability and marketing objectives for the entire Trice product portfolio, in the assigned region, while operating according to the Company policies, procedures and expense budget.

SUMMARY OF RESPONSIBILITIES

* Develop and implement territory plan to meet and exceed quotas for all product lines.
* Responsible for monthly and quarterly forecasting of product and revenue sales for territory.
* Develop and maintain strong relationships with KOL’s, Physician, support staff and key accounts in territory.
* Engages with administration level customers (hospitals, ASC’s, and physician offices) to manage positive and productive relationships.
* Manage customer pricing for Trice products in the region within established guidelines, to ensure delivery of gross profit margins.
* Provide updates/information and direction to the management team regarding new developments, competitive activity, new products or any other topic that may have an impact on the regional business
* Have a strong clinical understanding of Trice’s whole product portfolio and be able to train new/existing surgeons and clinical OR staff, both before and during, surgical procedures.
* Will work alongside existing independent Trice Distributor to meet, and exceed, quota.
* Organize and support local labs, meetings and dinners to help promote the growth of Trice portfolio.
* Support local symposiums and physician meetings.
* Assure compliance with all Trice policies
* 10% travel. Will have occasional weekend and evening work events.

TERRITORY

* Southern Califoria. Candidate to be located in the immediate LA/Ventura County areas.

QUALIFICATIONS:

* successful sales experience in the medical device (preferred) or other fields with proven record of meeting or exceeding quota.
* Proven success in achieving sales objectives in a variety of product segments specific to surgical capital, procedural/disposable products or biologics.
* Understand various sales strategies in order to capitalize on opportunities and competitive threats.
* Strong analytical capability to understand deal profitability and problem solving.
* Possess excellent time management, communication, decision-making, human relations, presentation, and organization skills. As well as the ability to work independently.
* Understanding of the Hospital/ASC arena as well as the Operating Room and the sterile environment
* Creates a trusting, collaborative, and ethical work environment.
* Has a current driver’s license, clean driving record, and reliable transportation.
* Ability to stand for long periods of time, carry objects up to 50lbs, understanding of Microsoft word, excel, outlook, powerpoint as well as be able to clearly communicate via phone, text, email and in-person.

EDUCATION:

* Bachelor's degree

CALL POINTS

* Non-op Sports physicians, PM&R, DPM, Gen Ortho, wound (Tenex product line)
* Orthopedic Hand/Upper Extremity, Plastic Hand, Gen Ortho, DPM, Neuro, Sports Med (Trice product line)
* Hospital/ASC OR and procedure room sale
* Wound care centers (Tenex Product line)