



POSITION TITLE: Senior District Sales Manager

DEPARTMENT: Sales

Due to growth, IDEV Technologies, an innovator and developer of next generation medical devices, is hiring several Senior District Sales Managers in various locations throughout the US. The Sr. DSM's are responsible for sales, clinical support, and customer training in a designated territory. Sr. DSM's also plan and implement strategic and tactical sales initiatives to meet established goals. These positions are home based.

DUTIES AND RESPONSIBILITIES:

- Complete a thorough territory analysis, including target account identification, customer profiles, and competitive activity
- Execute selling strategies developed by the sales and marketing organization
- Communicate product specifications, benefits, clinical data, and pricing to physicians
- On a daily basis, build relationships with multiple customers within an account, and keep them informed of new products, supply/inventory, pricing, and company policies
- Monitor competition by gathering current marketplace information on pricing, existing and new products, delivery schedules, merchandising techniques, etc.
- Communicate physician and competitive feedback to sales management and marketing
- Recommend changes in products, services, and policy by evaluating results and competitive developments
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management
- Maintain and increase professional and technical knowledge by on-the-job training, educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies
- Adhere to all company policies, including corporate compliance and business conduct policy
- At least 40% travel to customer facilities on a regular basis throughout the assigned territory, with trips by air or car, to support the territory
- Travel to the corporate office, trade shows, or other locations throughout the North America, as needed
- Other duties as required

QUALIFICATIONS:

- BA in business (or related discipline) or equivalent combination of education and experience

EXPERIENCE AND SKILLS:

- A minimum of 3 years of related experience
- Thorough knowledge of the high tech medical device market, products, and customers
- Established successful track record in sales
- Ability to develop strong relationships with key opinion leaders, practicing physicians, clinical support staff, and purchasing personnel
- Ability to make effective presentations to clearly and succinctly demonstrate product features and benefits
- Excellent communication and interpersonal skills
- Medical device clinical trial experience desirable

IDEV, an Equal Opportunity Employer, is headquartered in Webster, Texas. We offer medical, dental, short and long term disability, life insurance, 15 days of PTO, paid holidays, and a great working environment. Join our team!