



**OmniGuide, Inc.**

## Job Description

**Job Title: Sales Associate**

**Incumbent:**

**Department: Sales**

**Reports To: Sales Representative**

### Primary Job Responsibility:

This is a GREAT opportunity for someone looking to break into surgical device sales.

- Assist with managing a geographic region in terms of organization, administration, expense maintenance, profitability, customer service, trade shows and customer support.
- Maintain accurate account records
- Execute marketing strategies
- Assist with coverage of accounts within territory geographic areas
- Identify, establish, and maintain productive relationships with key decision makers
- Maintain existing business and assist with development of new business opportunities
- Represent OmniGuide Medical Technologies at industry conferences • Respond to customer requests and resolve complaints
- Educate customers to ensure that products are understood and used effectively
- Maintain high standards of personal presentation and promote a professional personal and company image
- Contribute to the development of a strong team effort
- Communicate market intelligence/competitor activity promptly
- Ensure a professional standard of written and verbal communication
- Develop and maintain comprehensive clinical and technical product knowledge
- Recognize and understand competitive products, features, strengths in relation to the company's products
- Actively participate in skills development programs
- Ability to teach and educate medical personnel, peers, and technical support personnel
- Computer proficiency
- Entrepreneurial attitude
- Handles uncertainty and adversity
- Highly ethical
- Prioritizes the team over self
- Competitive
- High energy
- Travel 50 – 75%

### Knowledge and Skill Requirements:

#### Education:

- Applicant must be able to: lift heavy machinery into and out of his/her car, stand on his/her feet for up to 10 hours in an Operating Room, Be able to watch graphic surgeries, Learn complex medical technology and discuss with surgeons, Applicant must have a reliable car to transport



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equipment, drive several hours and spend up to 3 nights per week away from home. Long work days are expected.

### Education and Training Requirements;

- Bachelor's Degree required with a technical/medical degree preferred.

### Approvals:

Employee \_\_\_\_\_ Date \_\_\_\_\_ Supervisor \_\_\_\_\_ Date \_\_\_\_\_

HR \_\_\_\_\_ Date \_\_\_\_\_