

## Territory Sales Manager

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Company: Barrington James

Location: United Kingdom

Category: other-general

TERRIOTRY SALES MANAGER ORTHOPEDICS BASE SALARY + BONUS + %  
COMMISSION ON TERRITORY GROWTH + CAR ALLOWANCE 80% TRAVEL IN THE  
SOUTH REGION REMOTE Looking for the next step in your sales career? I've partnered with  
a growing Orthopedics Medical Device Manufacturer & Distributor. They are in the top  
10% of Orthopedics companies in the UK. We are looking for a talented and energetic  
Territory Sales Manager to lead direct sales in the South Central area of England (Bristol to  
Cheltenham, across to Guildford, down to Bournemouth). THE COMPANY A budding  
orthopedics SME with a growing & top-class sales team is moving to its next phase of growth.  
They have opened a new office abroad this year and are looking keep adding great talent to  
their team in the UK. THE ROLE Achieving sales goals in the designated territory Following  
company objectives and guidelines Collaborating with the National Sales Manager for  
guidance Managing the entire sales cycle Setting objectives and sales  
planning Implementing sales activities Regularly reviewing results and adjusting the plan  
accordingly Directly selling their products Targeting Orthopedic Surgeons, clinical and non-  
clinical decision makers Optimizing customer service Supporting the acquisition of new  
customers Leveraging technical expertise in the designated territory 80% of the time in the  
field KEY EXPERIENCE NEEDED Experience selling Medical Devices or Pharmaceutical  
products. Demonstration of over-achieving sales targets consistently. Experience building  
successful commercial relationships with either Consultants, Nurses, Buyers, Doctors,  
GPs, Clinical Staff, or Surgeons. Preferably hold a degree in Medicine, Bio-Sciences,  
Physiotherapy or related field of study. Strategic thinker & planner, energetic, motivated to go

above sales targets. THE BENEFITS Package including base salary, % commission, bonus & car allowance. Working with & selling an innovative product portfolio. Strong learning & development pathway - supported by a commercial excellence team. Get hands on with the products, demonstrating to Surgeons, whilst having full control of the sales cycle. Sizeable territory with ample opportunity for new customer acquisition and leveraging existing accounts. THE INTERVIEW PROCESS Initial talent interview 1 hour conversation with Hiring Manager 15 minute presentation Hiring Manager & another Senior Leader Competency sales assessment Offer! HOW TO APPLY Please submit your CV, including your % target achieved directly to this advert. Or by emailing to [rmmay@barringtonjames.com](mailto:rmmay@barringtonjames.com) or calling +44 (0) 1293 778662. I look forward to hearing from you!

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