

United Kingdom Jobs Expertini®

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
NORTH THAMES 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 North Thames area. 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 or calling +44 (0) 1293 778662. I look forward to hearing from you!

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