

Our experienced placement professionals work with some of the world's top medical device companies. We are consistently seeking professionals for high performing sales positions throughout the US or those looking to break into the sales industry. You must have the drive, grit to be a top performer, and have the hunter mentality.

### Job Snapshot

Date Posted: 2/7/2020

- Employee Type: Full-Time
- Location: Virtual, Colorado
- Job Type: Sales And Marketing
- Job ID: R425937
- Contact: Please email Jess Herman, [jherman@iconconsultants.com](mailto:jherman@iconconsultants.com) to find out more information and/or apply for this position.

### Job Description

#### Who we want

**Challengers.** People who seek out the hard projects and work to find just the right solutions.

**Teammates.** Partners who listen to ideas, share thoughts and work together to move the business forward.

**Charismatic networkers.** Relationship-savvy people who intentionally make connections with both internal partners and external contacts.

**Strategic closers.** Salespeople who close profitable business and consistently exceed their performance objectives.

**Customer-oriented achievers.** Representatives with an unparalleled work ethic and customer-focused attitude who bring value to their partnerships.

**Game changers.** Persistent salespeople who will stop at nothing to live out our mission to make healthcare better.

#### What you will do

As a **Orthopaedic Instruments** Associate Sales Representative, you assist in strategically promoting and selling **Orthopaedic Instruments** products to meet our

customers' needs. You confidently conduct product evaluations in Operating Room and office settings, persuasively demonstrating the value of our products. Systematically tracking your territory progress, you proactively communicate your findings with your Regional Manager and Sales Representative(s) you are supporting to push yourself to exceed each goal. When onsite with clients, you use your product knowledge and quick thinking to solve product problems and inform doctors, nurses and other staff as to the proper use and maintenance of our products. You take great pride in meticulously managing and maintaining your sample inventory of products and are prepared to assist a customer whenever the need arises. As a **Orthopaedic Instruments** Associate Sales Representative you love living in the fast lane and find purpose in selling our products that are making healthcare better. As an Associate Sales Representative you may be asked to cover open territories, which will give you the opportunity to grow in your responsibilities.

### **What you need**

- Bachelors Degree from an Accredited University
- 1-2 years in medical device or B2B sales preferred

### **What We will provide**

- Field sales training
- In-house product training program

### **The Company**

One of the world's leading medical technology companies and together with our customers, we are driven to make healthcare better. The Company offers a diverse array of innovative medical technologies, including orthopaedics, medical and surgical, and neurotechnology & spine products to help people lead more active and more satisfying lives. Our products and services are available in over 100 countries around the world.

Work From Home: Field-based

Travel Percentage: Up to 25%