

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: 2/19/2020

- Employee Type: Full-Time
- Location: [Virtual, Minnesota](#)
- Job Type: [Sales And Marketing](#)
- Job ID: R422854
- Contact: Please email Nikki Nevill, nnevill@iconconsultants.com to find out more information and/or apply for this position.

Job Description

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 reconstructive, medical and surgical, and neurotechnology and spine products to help people lead more active and more satisfying lives. Our products and services are available in over 100 countries. All qualified applicants will receive consideration for employment without regard to race, ethnicity, color, religion, sex, gender identity, sexual orientation, national origin, disability, or protected veteran status. We are an EO employer – M/F/Veteran/Disability.

What you do

As a sales representative in our Sports Medicine specialty, you'll be the face of our products. Acting as a sales lead, you'll prepare and participate in leading sales pitches and demo meetings as well as working with cross-divisional sales reps to create strategic goals and targets. You'll participate in trade shows, analyze market territory, manage inventory reports, negotiate prices and terms of transactions and solve product problems for customers. You aren't just selling products – you're also acting as a subject matter expert.

We'll count on your confident and patient nature to educate and inform doctors, nurses and staff personal about the use and maintenance of our products, as well as direct product evaluations in the Operating Room or office settings. Want to know the best part this role? Every day is unique – our best sales reps have the freedom to adjust their

time to focus on what will bring the most value to their customers and their market. You'll have the privilege to not only represent one of the world's leading medical device brands, but also impact patient care.

What you need

- Bachelor's degree required.
- 2-5 years of experience working in an outside sales position (medical related fields preferred).
- Must be able to drive an automobile.
- Must be able to travel overnight 50% annually.
- Seeking a passionate leader of self, people & process, and organization with the following attributes:
- **Confident communicators.** Influential individuals who command the direction of a sales conversation and persuade others to buy into an idea or product, whether it's over the phone, via email or in-person.
- **Charismatic networkers.** Influential partners who proactively reach out and engage with internal and external contacts to build powerful relationships.
- **Strategic closers.** Assertive sales leaders who stop at nothing to seal the deal, and who are known for continuously exceeding their quarterly sales quota.
- **Trusted partners.** Subject matter experts who both internal and external partners turn to for product knowledge and guidance.
- **Competitive achievers.** Persistent, results-driven individuals who will stop at nothing to fulfill our mission to make healthcare better.
- **Generate the growth of sports medicine sales. Train doctors on product usage. Help improve the lives of thousands.**

Responsibilities and duties

- As a Sports Medicine Sales Representative, you'll promote and sell our cutting-edge Endoscopy products, enabling people around the world to recover more quickly and efficiently from sports-related injuries.
- If you're passionate about selling medical products designed to help people live healthier lives, we want you on our team. Join and help us fulfill our mission of improving healthcare.

What we offer

- A culture driven to achieve our mission and deliver remarkable results.
- Coworkers committed to collaboration and winning the right way.
- Quality products that improve the lives of our customers and patients.
- Ability to discover your strengths, follow your passion and own your own career.

Work From Home: Field-based; Travel Percentage: 50%