

 Confidential & Proprietary	Document Type: <p style="text-align: center;">Job Description</p>	Page: <p style="text-align: center;">1 of 3</p>
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Territory Sales Manager

SUMMARY:

Manage all sales and customer support in a designated territory for IRRAS' products, including the IRRASflow system and associated products.

ESSENTIAL FUNCTIONS:

- Implement and execute the launch strategies developed by the Chief Commercial Officer and the commercial organization.
- Complete a thorough analysis of the territory, developing a comprehensive launch plan that identifies key target accounts and customers.
- Execute upon that launch plan by providing product introductions/overviews and in-services for customers.
- On a daily basis, build relationships with multiple customers within an account, and keep them informed of new products, supply/inventory, and pricing trends.
- Successfully navigate product approval process within each account.
- Monitor competition by gathering current marketplace information on pricing, existing and new products, delivery schedules, merchandising techniques, etc.
- Recommend changes in products, services, and commercial strategy by evaluating clinical results and competitive developments.
- Meet or exceed quarterly sales quota.
- Travel as needed to support the territory.
- Work closely with Regional Sales Manager and the entire Commercial organization in developing sales and marketing strategies as the organization continues to grow within the market.
- Maintain professional and technical knowledge through on-the-job training as well as attending educational workshops, reviewing professional publications, and establishing personal networks.

ADDITIONAL DUTIES:

- Ensures functional unit's compliance with GMP and all its related elements such as facilities, documentation (SOPs and validation protocols etc.), training, reports and records.
- May be required to negotiate development or manufacturing agreements and manage external contracts.
- May perform additional duties as assigned or directed by management from time to time.

 Confidential & Proprietary	Document Type: Job Description	Page: 2 of 3
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EDUCATION/EXPERIENCE REQUIRED:

- Bachelor’s Degree or equivalent work experience required. MBA preferred.
- A minimum of 5 years of related experience selling medical devices or 3 + years of clinical hospital experience + 1+ years as IRRAS Neurocritical Care Educator
- Experience in start-up organizations a plus.
- A thorough knowledge of high-tech medical device market, products, and customer base.
- Proven track record of strong sales performance.
- Ability to work independently.
- A valid driver’s license in one of the 50 United States is required.

REQUIRED SKILLS:

- Working knowledge of Microsoft Office suite (particularly Excel).
- Refined ability to delegate responsibilities and provide leadership and training to key personnel.
- Advanced written and verbal communication skills (bilingual a plus).
- Possession of key competencies, including conflict management, business negotiation, organization and decision-making.

PHYSICAL DEMANDS:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- While performing the duties of this job, the employee is regularly required to talk or hear. The employee is frequently required to sit.
- The employee is occasionally required to stand; walk; use hands to finger, handle, or feel and reach with hands and arms. Transition from standing and sitting often.
- Required specific vision abilities might include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.
- The employee might occasionally lift and/or move up to 10 pounds.

 Confidential & Proprietary	Document Type: Job Description	Page: 3 of 3
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WORK ENVIRONMENT:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- General office environment.
- Daily exposure to PCs and networks.
- The noise level in the work environment is usually moderate.
- Travel might be required.

Disclaimer:

The above statements are intended to describe the general nature and level of work performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.

Department Head: _____ Date: _____

Employee: _____ Date _____