



JOB DESCRIPTION

Position Title: Territory Manager

Reports to: VP of Sales

Department: Sales

PURPOSE OF JOB:

The Intersect Territory Manager will be responsible for representing our products to new and existing ENT customers, while achieving the sales expectations/quota of an assigned territory. Successful performance will be measured by market share growth/revenue generation, as well as other key metrics. Success is realized through the cultivation of strong customer relationships, conducting consultative sales calls, utilizing solid product/technical knowledge, following a targeted call plan, and developing/maintaining a comprehensive business plan. The Territory Manager approaches each customer from a total account management perspective, by leveraging resources appropriately, and collaborating with internal and external partners.

MAJOR DUTIES AND RESPONSIBILITIES:

- Drives all daily sales objectives focusing on territory growth. These include new account targeting, cultivation, and launch planning/execution.
- Conducts consultative sales calls to targeted ENT physician customers as well as all ancillary staff (e.g.: RN's, OR Directors, ENT offices, ambulatory surgery centers, etc.)
- Develop and execute on territory business plans in a 3-month sales cycle/quota-based system.
- Directs all training and education planning during account launches.
- Transfers account knowledge and other requested information to VP of Sales on weekly basis.
- Manages expense budgets for their respective geography, and is accountable for compliance with Company policy and procedures, the Quality System and other regulatory requirements
- Makes clinical and economic presentations to customers, committee members and relevant staff.
- Maintains current working knowledge of reimbursement environment and speaks proficiently regarding such matters.
- Builds and maintains solid customer relationships, including KOL cultivation and maintenance.
- Demonstrates outstanding product knowledge and can impart this knowledge to the larger national team.
- Implements targeted call plan and appropriately organizes corporate resources where necessary.
- Completes administrative requirements on time and accurately.
- Maintains company standards involving ethical and moral character, and always represents the company with the highest professional standards.
- Develops relationships with hospital administrative staff and develops and executes corporate contracts where appropriate.
- Share knowledge with and provide input/assistance to broader organization (e.g., train new hires, cross-cover territories as needed, share best practices, provide input into marketing programs, share competitive intelligence, etc.)

This job description is not all inclusive. Incumbents may be required to complete other miscellaneous responsibilities as required.



EDUCATION /EXPERIENCE REQUIREMENTS:

- BA in Business or related discipline
 - A minimum of 8 years of directly related experience
 - Experience in medical device sales strongly preferred
- Extensive travel (>50%) may be required

OTHER QUALIFICATIONS: Excellent interpersonal and negotiating skills; ability to adapt to changing work priorities; and ability to maintain good working relationships while dealing appropriately with sensitive and confidential matters and with a wide variety of personal and telephone contacts. Excellent verbal and written communications skills. Proficiency in business English and grammar. Attention to detail to maintain records and process reports. Knowledge of MS Office systems.

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