



PR/086491 | Medical Device Sales Manager (Remote)

Job Information

Recruiter

JAC Recruitment USA

Job ID

1503850

Industry

Medical Device

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:19

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Manager (Remote)

A global medical manufacturer in LA is seeking a Sales Manager in the United States. This role will be a key contributor to the company's growth. The ideal candidate will lead initiatives to generate and engage with distributors and stakeholders to build new business for the company's acquisition.

RESPONSIBILITIES

- Sales of medical devices (ophthalmic surgical instruments, dental diamond burs, etc.)
- Follow-up with existing customers and development of new customers for distributors (sales agents)
- Building relationships with medical institutions (ophthalmology clinics, dental clinics) and distributors (sales agents)
- Conducting product demonstrations
- Contract negotiations and after-sales support
- Travel regularly to customer meeting, trade shows, and corporate meetings

REQUIREMENTS

- 5+ years of sales experience with distributors (sales agents), end-users (ophthalmology clinics, dental clinics)
- Experience in selling medical devices (mandatory for ophthalmology or dental clinics) (Preferred)

- Excellent communication skills, enabling effective collaboration with client and stakeholders
- Legal authorization to work in the United States
- Willingness to travel regularly to customer meeting, trade shows, and corporate meetings

SALARY

- \$150,000 - \$200,000 (DOE) + incentives

BENEFITS

- Health insurance, dental insurance, vision insurance
- Paid vacation, sick leave
- Retirement plan

OTHERS

- Working Hours: Flexible
- Work Arrangement: Remote with travel
- This position is NOT Visa sponsored

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

#LI-JACUS #LI-US #countryUS

Company Description