



Job title	District Sales Manager—Northeast Region
Reports to	Sales Director

Job purpose

The District Sales Manager (DSM) will manage the Northeast regional territory. The DSM will be responsible for meeting and exceeding the company's revenue quota each year for his/her assigned territory. The DSM will achieve success through primarily selling directly to a customer base which includes Hospitals, Surgery Centers and Alternate Care Sites. The DSM may choose to utilize Distributors, Independent Sales Agents and or Dealers to assist in meeting the company's revenue quota. The DSM will sell all products offered by the company while maintaining the highest selling price possible per each product category. Extensive travel may be necessary to sufficiently cover territory. The DSM will report to the Director of Sales.

Duties and responsibilities

We are seeking a talented and highly competitive District Sales Manager who thrives in a metric driven environment. Duties and responsibilities to include, but are not limited to the following:

- To meet the company's revenue quota each year.
- Present oneself and all of the products in a highly professional and knowledgeable manor.
- Properly manage & cover all of the assigned territory, some requiring overnight travel.
- Provide an extensive territory sales forecast and business plan each year.
- Attend and work local and regional trade shows.
- Understand and analyze competition, trends, and costing to sell effectively and increase profitability.
- Write clear, concise proposals and letters.
- The DSM will provide Forecasts, Business Reports and Itinerary Plans on a monthly basis to the Director of Sales.
- Perform other duties as assigned.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Able to demonstrate previous successful sales achievement.
- Demonstrate excellent communication and closing skills.
- Properly manage and cover the territory, requiring extensive overnight travel (up to 75%)
- Must be able to fly commercially
- Must possess and maintain a valid driver's license and must possess and maintain an acceptable driving record.

- Exhibit a “hunter & prospector” approach to the assigned territory.
- Able to effectively manage other individuals i.e. distributors, dealers and independent agents.
- Possess strong business acumen for the medical equipment market.
- Meet and exceed the company’s revenue quota each year.
- Present oneself and all of our products in a highly professional and knowledgeable manner.
- Provide a territory sales forecast and business plan each year.
- Provide the manager with timely accurate forecasts, business reports, travel and appointment plans on a monthly basis.

Education and Experience

A minimum of 3 years selling experience in medical device equipment preferred, Bachelor’s degree required, and Clinical education in Nursing or Respiratory Therapy preferred.

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.

The employee frequently is required stand, or sit for long periods of time. The employee is occasionally required to walk; sit; reach above the shoulders; stoop, kneel, or crouch; and talk or hear. The employee must have adequate vision for assembly and inspection of small components. The employee must regularly lift and/ or move up to 10 pounds, frequently lift and/ or move up to 25 pounds, and occasionally lift and/ or move up to 50 pounds.

The above statements reflect the general details necessary to describe the principle functions of the occupation described and shall not be construed as a detailed description of all the work requirements that may be inherent in the occupation.

Please send your resume to:
hrresume@ohiomedical.com