



## POSITION DESCRIPTION

|                   |                        |                   |                            |
|-------------------|------------------------|-------------------|----------------------------|
| <b>Job Title</b>  | District Sales Manager | <b>Reports To</b> | Director of National Sales |
| <b>Department</b> | SOT Domestic Sales     | <b>Territory</b>  | Rocky Mountains            |

## GENERAL SUMMARY

The District Sales Manager (DSM) is responsible to achieve and exceed revenue quota each year for their assigned multi-state 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.

## KEY RESPONSIBILITIES *(Include but not limited to)*

- Meet the company's revenue quota each year
- Present oneself and all products in a professional and knowledgeable manor
- Properly manage & cover the assigned territory, 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
- Provide Forecasts, Business Reports and Itinerary Plans on a monthly basis to the Director of Sales

## REQUIREMENTS FOR THIS POSITION

- I. Professional Experience**
  - 2-3 years' sales experience
  - Medical Device industry experience preferred
- II. Education**
  - Bachelors' Degree preferred
  - Associates Degree or equivalent required
- III. Language**
  - English



#### IV. Travel (estimated % of time)

- Domestic approximately 50 - 60%
- Overnight travel
- Must be able to fly commercially

### PERSONAL TRAIT PROFILE

- Able to demonstrate previous successful sales achievement
- Excellent communication and closing skills
- Must possess and maintain a valid U.S. 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

### KEY RELATIONSHIPS

#### I. Internal

- Reports directly to Director of Sales
- Direct Reports include:
  - o None
- Work with all departments to obtain product information and sales of products

#### II. External

- Customers

*Ohio Medical is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.*

*This job description in no way states or implies that these are the only duties to be performed by this employee. The incumbent is expected to perform other duties necessary for the effective operation of the department or unit. This job description may be changed at any time.*