



Contact: Terry McCarthy
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Position: Ophthalmic Territory Manager
Manager: Regional Sales Director
Industry: Ophthalmic Biomedical
Location: Los Angeles, CA

Company Overview:

Our client is a growing and highly regarded ophthalmic company that is the leader in ocular surface treatment and healing solutions.

Position Summary:

The Territory Manager will be responsible for developing and implementing strategies to increase market share within the assigned territory, supporting existing business and prospecting new opportunities. He/she will promote and sell to optometry and ophthalmology practices and Federal Government accounts to include VA's and Active-duty Military hospitals.

Essential Duty Definition & Responsibilities:

- Achieves sales performance goals as specified in the sales/quota plan.
- Defines and identifies key market opportunities, implements sales initiatives and effectively implements sales direction to penetrate existing accounts and gain new customers.
- Successfully completes sales training and continually stays updated and informed on competitors and market dynamics by participating in corporate updates and ongoing training.
- Proficient in presenting to individuals and large groups of customers on all products and applicable company programs.
- Develops territory business plan to ensure achievement of monthly revenue goals and overall sustainable long-term growth. In agreement with Regional Sales Director, makes adjustments to plan ensuring potential sales issues are addressed in a timely manner assuring monthly and quarterly quota is met.
- Conducts all job functions in a manner that promotes a high level of customer service to both internal and external customers.
- Promotes positive team relationship and maintains open lines of communication with Regional Director, Marketing, Clinical, Reimbursement, Customer Care, and Administrative personnel and Sr. Management to achieve corporate goals and objectives.
- Effectively travels within the territory, including overnight stays, in order to effectively manage customers and grow the business.

- Attends industry conferences as assigned/needed.
- Works within assigned expense budget.
- Ensures all activities are in alignment and conform to BioTissue corporate policies.
- In addition to direct selling duties, will work with the Marketing team to provide field intelligence on market trends and changes and will collaborate with Marketing on new programs as needed.

Required / Preferred Qualifications:

- Bachelor's Degree Required - Business Administration, Marketing, Life Sciences or related field.
- Minimum 5 years outside sales and account management.
- Experience in the Optometry, ophthalmology medical device field.

Preferred Skills and Abilities:

- Excellent oral and written communication skills.
- High energy, flexible, results oriented individual.
- Strong organization and prioritization skills with the ability to handle multiple projects.
- Proven track record of sales success, with a history of achieving and exceeding sales goal.
- Team player capable of effectively working with colleagues and on teams.
- Demonstrated ability to analyze markets, plan sales strategies and effectively present scientific and clinical data to physicians and office staff.
- Previous experience in high growth organizations building market share.
- Strong analytical and problem-solving skills.
- Overall strong business acumen and drive to exceed territory and company goals.
- Computer Proficiency: Word, Excel, PowerPoint, Outlook, Internet Explorer.