



**Contact:** Terry McCarthy  
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**Position:** Ophthalmic Territory Manager(s)  
**Manager:** Regional Sales Director  
**Industry:** Ophthalmic Biomedical  
**Location(s):** 1) Inland Empire and Las Vegas,  
2) Oregon

### **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 identify key market opportunities, implement sales initiatives and effectively implement sales direction to penetrate existing accounts and gain new customers.
- Successfully completes sales training and continually stay 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.