

Job Title: Clinical Territory Manager, Advanced Rehabilitation

Main Purpose of the Role:

The Clinical Territory Manager (CTM) is a member of the field sales team. In this role they will assume full performance responsibility for servicing the direct-to-consumer channel which includes delivering quarterly and annual client sales targets. Within their assigned geography, the CTM works in close partnership with Inside Sales, Patient Financial Services, Area Sales Manager's, Marketing and Commercial Support to maximize territory revenue and technology adoption. They collaborate with field sales management to implement business practices and sales tactics.

Key Responsibilities:

- Establish and execute quarterly and annual key performance metrics.
- Manage the direct-to-consumer sales process by managing the product acquisition process including lead engagement and nurturing, referral development, and clinical education.
- Conduct in-services and meetings by delivering company developed presentations to groups of physicians, clinicians and community support groups.
- Develop and execute annual business plans within the assigned geography. Review quarterly key performance metrics with management to set execution goals for geography.
- Responsible for developing successful clinical programs at facilities with Area Sales Manager's within assigned geography.
- Attend customer facing and internal national and regional trade shows as requested.
- Hold oneself and others accountable to conduct business in a manner compliant with Bioness Medical Code of Compliance and Ethics, policies and procedures and internal controls applicable to their role.
- Other duties as assigned.

Education and Experience (Knowledge, Skills & Abilities):

- Bachelors Degree in Physical or Occupational Therapy. Graduate degree in Business, or Physical or Occupational Therapy preferred.
- Minimum two (2) years of experience in sales, sales support or marketing with a history of success. Must have experience calling and/or working with physicians treating neurological and/or orthopedic patients.
- The right individual must be results-focused, self-motivated, and possess strong interpersonal skills to build effective, lasting relationships among key decision makers and therapists.
- Strong verbal and written communication skills.
- Ability to effectively communicate, problem solve, and adapt to a fast-changing environment with ease.

Place in the Organization

Reports to: Director of Sales

Direct Reports: No