

Associate Sales Manager

We are seeking a skilled Associate Sales Manager in CA, TX, IL and GA or NC. The Associate Sales Manager will be responsible for supporting and assisting the Regional Sales Manager with sales in assigned region. Major duties include the following:

- Lead generation and assistance in B2B sales.
- Cold call and develop other sales techniques for obtaining new business and execute strategies consistent with corporate sales plan.
- Assist in providing comprehensive reports on sales activity and other pertinent department activity to assist management in strategic planning.
- Complete market research focusing on patient management data, competitive pricing, market share, and product analysis.
- Participate in relevant trade shows, conferences, and symposia.
- Provide feedback to the Marketing department to assist in their development of product marketing strategies, forecasting, physician training programs, and sales training programs.
- Interface with clients and customers regarding new and improved products.
- Maintain superior knowledge of competitive technologies in addition to medical, technical, and biomedical developments related to Viveve products.
- Regularly communicate with Product Development staff to improve existing technology and to expand product offerings.
- Maintain QSR systems, including pre-production quality assurance procedures, pre-clinical testing programs, and post production GMP compliance in coordination with the Document Control, Sales and Marketing, and Research and Development functions.

Qualified candidates must possess the following:

- Minimum three years of B2B sales related experience; medical device experience a plus.
- Proven track record of achieving revenue goals and quota with a strong customer focus.
- Excellent written and verbal communication skills.
- Ability to travel.

Send your resume to: careers@viveve.com