

Regional Sales Manager

We are seeking a skilled Regional Sales Manager in TX and NY/NJ. The Regional Sales Manager will be responsible for managing the sales performance in assigned region. Major duties include the following:

- Achieve assigned revenue goals
- Develop sales techniques for obtaining new business and execute strategies consistent with corporate sales plan.
- Provide 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 five years related experience in the medical device industry consisting of five or more years of direct sales experience.
- Strong history of capital medical sales with B2B experience with 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