

Sales Representative, Animal Health – 2 Positions: East Coast and West Coast

West Coast – prefer candidate located in one of these major cities: **Denver, Chicago, Kansas City, Dallas or Los Angeles**

East Coast - prefer candidate located in one of these major cities: **Boston, New York, Washington DC or Orlando**

Surgical Specialties Corporation, is focused on developing and manufacturing new, innovative and reliable products for a variety of veterinarian procedures. Our products are distributed worldwide by sales and marketing professionals recognized throughout the industry for their clinical expertise and outstanding customer service.

Basic Summary

We are seeking a Surgical Sales Representative to be based in a major city (see East and West cities above).

The Surgical Sales Representative is responsible for managing and developing the East/west coast sales territory, working directly with vets and distributors for the sale and promotion of our wound closure portfolio of surgical products to include our Quill veterinary and TruStitch veterinary suture products. Target call points are veterinary schools, clinics, hospitals and strategic distributor partners. In this surgical sales role, you will be responsible for maintaining and growing annual sales volume in the East Coast.

Requirements

You are a go-getter and have the ability to work independently and in cooperation with management and members of the sales team. You have a thorough understanding of the sales process and the ability to uncover customer needs, detail product attributes, and generate revenue. You have an empathy that enables you to align with customers' needs and build rapport. You see through the tangle to identify how Surgical Specialties' veterinary premier line of products and services match up with vet's and animal's needs. You leverage data to chart the most effective approach to every meeting.

We require a BS or BA degree in Business and/or related medical field, as well as a minimum of 3 years sales experience, in the veterinarian industry. Excellent communication skills are a must. This position requires a road warrior mentality and up to 50% travel

Come share our vision and be part of the Surgical Specialties' Team. Help our customers realize the benefits of making Quill and TruStitch sutures their first choice.

Please send resume to HRSSC@surgicalspecialties.com