

Sales Representative, Ophthalmic

Location: Central Florida to include Tampa & Orlando

Caliber Ophthalmics, a division of Surgical Specialties Corporation, is focused on developing and manufacturing new, innovative and reliable products for a variety of ophthalmic and specialty microsurgical 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

Caliber Ophthalmics is currently seeking a Surgical Sales Representative to be based in Florida. As a valued employee at Caliber, you will enjoy a total benefits package including competitive salary, medical/dental/vision/life insurance, short- and long-term disability, 401k, and more.

The Surgical Sales Representative is responsible for managing the Florida sales territory, working directly with surgeons for the sale and promotion of our Caliber Ophthalmic portfolio of surgical device products to include our disposable knives, suture, and other microsurgical products. Target call points are hospitals and ambulatory surgery centers. In this surgical sales role, you will be responsible for maintaining and growing annual sales volume in Florida.

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 Caliber Ophthalmics premier line of products and services match up with doctor's and patient'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 1-3 years sales experience, preferably in the medical device industry. Ophthalmic experience and operating room sales are a plus. 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 Caliber Ophthalmics Team. Help our customers realize the benefits of making Caliber their first choice.

Please send resume to HRSSC@surgicalspecialties.com