

Sales Representative, Wound Closure

Location: Detroit area

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.

At Surgical Specialties (SSC) we value our employees and we expect them to share our Corporate Values

SSC Value and Leadership Traits

PRIDE

- **Passionate** Customer Focus
Puts the needs of our Customers (internal and external) first. Responsive to inquiries and priorities and seeks to creatively solve problems. Ensures that Customers are highly satisfied with both our product and our service.
- **Relentless** Commitment to Quality and Continuous Improvement
Demonstrates a commitment to quality & compliance in all interactions. Ensures we deliver High Quality Products based on a robust Quality System. Strives to be a leader in Global Compliance which is critical to the Customers and Patients we serve. Takes initiative to assess and improve our practices and processes to drive world class quality and compliance.
- **Intensely** Collaborative Organization Acting with Integrity
Proactively seeks out other Individuals and Functions to collaborate and achieve the best results for our customers, employees and shareholders. Always Interacts with Respect and Openness. Maintains High Integrity and interacts in a Humble and Unselfish manner resulting in a high level of trust with colleagues and customers.
- **Determined** Drive for Results
Moves with speed and agility to achieve goals while proactively addressing obstacles. Demonstrates a strong work ethic focused on meeting goals and commitments.
- **Entrepreneurial**
Takes initiative and seeks creative solutions to problems and opportunities. Is resilient in finding alternative approaches and solution

Basic Summary

We are seeking a Surgical Sales Representative to be based in Chicago area. As a valued employee at Surgical Specialties, 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 and developing the area territory, working directly with hospitals, clinics and distributors for the sale and promotion of our wound closure portfolio of surgical device products to include our Quill and Sharpoint Plus suture products. Target call points are clinics, hospitals and strategic distributor partners. In this surgical sales role, you will be responsible for maintaining and growing annual sales volume in the existing Chicago area territory.

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 medical device 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 Sharpoint Plus sutures their first choice.

Please send resume to HRSSC@surgicalspecialties.com