



**JOB DESCRIPTION**  
- For Internal Use Only – HR & Hiring Manager -

**JOB IDENTIFICATION**

**Business Title: Key** Territory Sales Manager  
**Job Classification Title:**  
**Department:** Sales  
**Location:** Field Based (*San Diego, Phoenix, San Antonio, St. Louis, Jacksonville, Nashville, Pittsburgh, Seattle, Baltimore/DC, Long Island*)  
**Date:** 1/1/21

**SUPERVISORY RELATIONSHIPS**

**Reports To:** Area Sales Director

**BASIC FUNCTION**

To act as the primary sales contact between the company and our customers and distributor partners. Responsible for maintaining existing sales and generating additional sales of Quill®, SharpointPLUS®, Sharpoint®, Look® and other Surgical Specialties Corporation brands.

**OVERALL RESPONSIBILITIES**

1. Responsible for meeting or exceeding territory quota and sales growth objectives.
2. Responsible for presenting and selling SSC wound closure portfolio with emphasis on Quill and Sharpoint Plus suture brands.
3. Measured on successful evaluations, conversions, and revenue growth within acute and non-acute targets.
4. Primary non-acute targets include ambulatory surgical centers, orthopedic, plastic, dermatology, and physician based offices.
5. Develop and implement tactical sales plans for expanding base business and new sales conversion opportunities
6. Conducts competitive cross-referencing, in-servicing, and training support to surgeons and strategic distributor partners.
7. Develops and maintains professional business relationships with key surgeons, physicians, nurses, and distributor partners
8. Conducts prospecting and cold-calling initiatives to identify new sales conversion opportunities
9. Provides reports to management on activities, forecasts, sales funnels, and projects accurately and on time.
10. Develops SSC wound closure proposals for competitive conversion opportunities.
11. Communicates surgeon feedback and additional corporate support that may be required
12. Helps identify new KOL's for SSC wound closure brands.
13. Manages territory expense budget within corporate parameters. Submits expense reports weekly.
14. Attends and works industry trade show exhibits and meetings as determined by Sales & Mktg Management
15. Performs other duties as assigned or required.



**JOB QUALIFICATIONS**

**Education:** Bachelors degree required.

**Experience:** Minimum five years territory sales experience in disposable medical products required; recent experience selling to or managing a team calling on in ASC, Orthopedic, Plastic, Dermatology, Micro Surgery, Ophthalmic, and/or General Surgery is preferred.

**Other Knowledge, Skills, Abilities or Certifications:**

- 50 - 75% travel domestically within territory (depending on candidate’s location within region).
- Proficient with CRM platform (Salesforce.com)
- Highly organized and has very effective time management skills.
- Highly customer focused.
- Excellent selling and presentation skills.
- Proven track record of top sales performance, sales awards
- Strong negotiating skills and capacity.
- Must be able to analyze financial information
- Strong written and verbal communication skills including strong listening skills.
- Working knowledge of Windows, MS Office, PowerPoint as well as networks and internet applications.

**SURGICAL SPECIALTIES CORPORATION SHARED VALUES**

<b>Quality</b>	Meets customer requirements, reliable and accurate, effective analysis driven by strong data, timely and fact-based decisions – assesses business impact, pride in our product
<b>Commitment to Success</b>	Strong work ethic, responsive, stays focused, resilient, perseveres, accountable and takes ownership, constructively achieves goals
<b>Ingenuity</b>	Customer driven, growth focused, embraces speed, nimble, minimizes bureaucracy, innovative, adaptable, shows a bias for action, takes calculated risks
<b>Teamwork</b>	Collaborates, open minded, drives consensus, open to feedback, involves others, respectful and listens, knows own strengths and weaknesses
<b>Leadership</b>	Takes initiative, drives required change, effectively communicates, motivates, and develops and mentors others, builds trusting relationships, is ethical and honest

Manager Signature \_\_\_\_\_

Date \_\_\_\_\_

Employee Signature \_\_\_\_\_

Date \_\_\_\_\_

Employee Name (Printed) \_\_\_\_\_

Emp No. \_\_\_\_\_