

Territory Manager, Orthopaedics - Melbourne, Victoria

Corin • Middle Park VIC 3206

 Base pay
\$0 - \$0

 Work type
Full Time

 Contract type
Permanent

Perks

WORK FROM HOME

Skills

SALES

SELF MOTIVATED

MICROSOFT OUTLOOK

REGIONAL SALES

SALES MANAGER

SALES OBJECTIVES

SATISFACTION

TERRITORY MANAGEMENT

Full job description

Are you looking for a rewarding opportunity to be part of a talented global and innovative team that positively impact lives?

As a leader in orthopaedic innovation, Corin has pioneered a number of landmark orthopaedic developments since its foundation in 1985. We are very proud that we have been able to improve the quality of life of thousands of patients around the world through these ground breaking products, and believe this heritage distinguishes Corin within the global orthopaedic market. Our technologies enable surgeons to perform patient-specific procedures and gain a unique level of insight and understanding allowing them to easily monitor progress and achieve the most positive results. Improving patient satisfaction is at the centre of everything we do by delivering personalised technologies that

Job details

 Date posted
29 Apr 2021

 Expired On
28 Jul 2021

 Category
Sales

 Occupation
Sales Representatives/Consultants

 Base pay
\$0 - \$0

 Contract type
Permanent

 Work type
Full Time

 Job mode
Standard/Business hours

 Work Authorisation
AUSTRALIAN CITIZEN / PERMANENT RESIDENT

optimise our clinically proven joint replacements.

The performance of our arthroplasty components and global adoption of our Australian designed and manufactured technologies, along with some recent key acquisitions is delivering rapid growth and opportunity. We are looking for an experienced Territory Manager for the Melbourne Metro area. This position is full-time and ongoing and the successful applicant will need to be centrally based in Melbourne. You will have a strong background in medical device sales, combined with a strategic outlook, strong leadership abilities and a passion for driving change and growth within this innovative market.

Reporting into the Regional Sales Manager your primary objective will be to ensure attainment of set sales objectives through both enhancing current business and developing future business opportunities within the Melbourne Metro Area. In order to achieve this, you must be able to align the objectives of Corin with those of the customer to ensure service excellence and ultimately support for optimal patient outcomes. This will involve spending significant time within the operating theatre environment to achieve the objectives outlined above. You will also:

- Become an expert in all of Corin's product range, new product information, service opportunities and special developments, and may be required to facilitate in-servicing and ongoing educational workshops on Corin products and application ensuring their safe and effective use.
- Review consignments periodically and make necessary adjustments
- Complete reports as required by Sales Manager (or others), including monthly reports, territory management reports etc
- Study relevant clinical articles, surgical techniques and other relevant data to build the necessary knowledge base to provide accurate advice to customers
- Attend relevant workshops and where required complete necessary learning assessment exercises

Requirements

To be successful you will have a minimum of 2 years' experience within medical device sales, ideally within the field of orthopaedics. Through this knowledge and experience, you will be able to demonstrate your sales abilities and a track record of successful selling to the medical profession. You will also need to:

- Be customer and quality focused with strong decision making skills
- Be able to think outside the square, showing a high level of initiative
- Be able to work autonomously, be self-motivated and demonstrate an ability to rapidly understand complex technical information
- Have prior experience working within medical environments, particularly hospital theatres
- Possess strong presentation, communication and negotiation skills to effectively build relationships with surgeons and other key clients, stakeholders, senior members of the community and government and

internal colleagues

- Have the ability to work from home and travel up to 70% of your time within your assigned territory.
- Ideally have strong relevant industry knowledge including competitors, clients and potential clients and trends

Benefits

In return we will offer you a competitive remuneration and benefits package, opportunities for growth and development, within a dynamic, successful and supportive team environment. At Corin we believe that to be successful at work, you need to enjoy what you do. You have to be rewarded for your efforts and motivated to keep going even when the pressure's on. We will help you to play to your strengths and develop and build a career you can be proud of.

To apply, please email your CV and covering letter to Jessica Hancox (Human Resources) at jessica.hancox@coringroup.com . We will be looking to fill this position as soon as possible, please note, whilst we would love to be able to respond to you all only shortlisted candidates will be contacted.

NO AGENCIES PLEASE