

# Arthrex Cincinnati

## Orthopedic Sales Representative – Dayton, Ohio

This position is responsible for achieving predetermined sales goals and quotas within his or her team's assigned territory. Sales Representatives must establish, build, and maintain customer relations through constant communications and in-person appointments. This position is specifically responsible for maintaining expert knowledge of our market leading product portfolio. You will be consulting surgeons in the operating room regarding the use of our implants and instruments.

### Essential Duties & Responsibilities

- Primarily responsible for meeting and exceeding sales objectives for the territory. Represent Arthrex Cincinnati, an independent agency authorized to sell Arthrex products, by working with a sophisticated audience of surgeons and healthcare professionals. Arthrex is a world-class leader in the orthopedic industry.
- Increase territory results by building and maintaining strong business relationships and by developing and implementing sales strategies
- Communicate with current and new customer accounts regarding a variety of topics, including product updates, changes to product portfolio, and educational programs
- Implement new sales plans and effective marketing strategies to position the organization competitively and to meet/exceed territory objectives
- Identify the needs of new prospects and develop appropriate responses (written, telephone, and face-to-face)
- Cross-sell additional products or manage new product introductions as they become available
- Address any problems that arise at the account
- Support compliance and principles of responsibility by maintaining the privacy and confidentiality of information; protecting the assets of the organization; acting with ethics and integrity; reporting non-compliance; and adhering to applicable federal, state, and local laws & regulations, accreditation & licensing requirements, and Company policies & procedures
- Work with Sales Manager by receiving coaching, training, or mentoring; transfer knowledge to peer Sales Representatives and to Sales Associates when needed
- Maintain training in sales skills, product features/benefits, and other critical business applications
- Collect competitive data and remain current on industry, customer and competitive trends
- Participate in and attend sales meetings and professional association meetings outside of regular business hours, as required

### Knowledge

- Knowledge of orthopedic procedures and terminology as it specifically relates to Arthrex
- Knowledge of Operating Room protocols and procedures
- Proficient in Microsoft Office Suite
- Ability to learn a high level of technical information, anatomy and indications as it relates to surgery and procedures

### ***Skills & Abilities***

- Strong written and verbal communication skills
- Excellent public speaking skills
- Ability to interact in a professional and courteous manner with clients, doctors, and staff at all times
- Ability to work collaboratively within a team as well as individually
- Highly organized and detail oriented in all assignments
- Strong follow through skills
- Ability to work independently and interact with all levels of management
- Accuracy, analytical skills and attention to detail are required
- Ability to handle sensitive and confidential information
- Ability to exercise good judgment and discretion
- Strong negotiation and closing skills
- Strong sense of urgency
- Strong multi-tasking skills; must manage responsibilities under strict deadlines

### ***Education & Experience***

- Bachelor's degree required
- Minimum one year sales experience
- Demonstrated ability to relate to customers and constituents within the orthopedic/sports medicine market
- Required to maintain vendor credentialing for assigned territory
- Ability to remain calm and professional in a surgery/ operating room environment
- Must be able to travel within assigned territory as required

### ***Physical Requirements & Working Conditions***

- Ability to lift up to 35 pounds on a regular basis
- Must be able to remain in a stationary position, often standing, for prolonged periods of time
- Moving around to accomplish tasks or moving from one worksite to another

### ***Benefits***

- Medical, Vision, Dental Insurance
- Life and AD&D Insurance
- 401(k) Plan
- Extensive Medical Education Training Program
- Performance Bonus
- Paid Time Off
- Paid Holidays