



# Sales Consultant

**Job Summary:** The Advantage Medical Sales Consultant delivers our mission to relentlessly pursue the highest standards and best results for our customers and their patients. The Sales Consultant achieves this objective through selling and supporting our devices to hospitals, clinics, and physicians as appropriate. The Sales Consultant provides technical support, training, and/or instruction during procedures.

**Title:** Sales Consultant

**Reports to:** Regional Sales Manager

**Start date:** ASAP

**Location:** Atlanta, GA

**Relocation:** yes

**Compensation:** Competitive Salary & Bonus Structure commensurate with experience. Car / Cell allowance. Health, Vision, Dental, Retirement Benefits

## **ESSENTIAL FUNCTIONS:**

A high level of professionalism and exceptional attention to detail is expected as a representative of Advantage Medical and will display our Core Values in every aspect.

- Develop and implement sales plans for the region which optimize current and new customers; deliver on revenue, margin, and mix objectives.
- Mastery of technical and clinical components of the position which will yield valuable consultancy and support in the Operating Room.
- Overachieve goals through solutions-based selling, navigating a complex selling process, and constant communication with management team.
- Identify and/or execute new business growth opportunities and manage pipeline of prospective customers and opportunities.
- Assist in the delivery of professional sales presentations for multiple levels of decision makers (physicians, nurses, purchasing leaders, evaluation committee).
- Consistently exceed all sales quotas and MBO's as set by management team.
- Provide timely reporting of pipeline, account, and territory management activities.
- Effectively manage expense and sales budgets.
- Maintain knowledge of competitors and their presence in assigned territory.
- Communicate effectively and concisely with both internal and external customers. No surprises.

## **EDUCATION, KNOWLEDGE, AND WORK EXPERIENCE:**

- BA/BS in a business focused curriculum.
- Collegiate athletics or military service is a plus.
- Strong planning skills.
- Demonstrated results working alone in a self-motivated environment.
- Proven experience of successful medical device sales to hospitals/physicians.
- Clinical experience in orthopedics, spine, or foot and ankle preferred.
- Energy, motivation, enthusiasm, urgency and high integrity are key indicators of success.
- Understanding of wound care clinics and grafting markets.
- Demonstrated sound decision-making and judgment skills.
- Knowledge of hospital/health care purchasing procedures.
- Ability to obtain vendor credentialing status is required.
- Competent in basic MS Office products, as well as essential tablet functions.
- Excellent communication skills, written and verbal, and listening ability.