

## **Territory Manager**

**Accountability Objective:** Territory Manager (Sales Representative) is responsible for achieving sales of Flowonix Medical's medical devices in accordance with Company Plans and providing a positive depiction of Flowonix within the medical community.

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### ***Essential Functions:***

1. Sell Flowonix Medical's products to achieve Company sales objectives. Calls on clients, makes presentations, perform set-ups and demonstrations. Prepares proposals. Responds to customer and potential customer inquiries. Provides product and pricing information.
  2. Develops and maintains effective relationships with existing and potential clients. Responds well to customer needs, by understanding customer requirements and striving for complete customer satisfaction.
  3. Follows-up on leads from trade show and other marketing activities. Reports regularly on lead generation activity and results of lead follow-up.
  4. Participates in trade show activities including set-up, product demonstrations and displays, distribution of marketing materials, presentations in Company symposiums and client-related activities.
  5. Supports new product releases. Implements the initial stages of the launch of new products and/or new technologies with training programs and materials, ads, attendance and demonstrations at identified major meetings, case studies, Journal reviews, and sales updates.
  6. Exhibits strong work/ organizational habits as they relate to planning and time and territory management skills. Prioritizes activities effectively. Manages effective expense control
  7. Demonstrates a "team" attitude. Interacts with others within the organization. Displays a willingness to assist others in the field. Handles conflict in a positive manner, while striving for a win-win solution.
  8. Understands that the selling process includes developing and implementing strategies for securing payment for purchased products.
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### ***Decision-Making Authority:***

1. Assists in the development of forecasts for all products and in the development and management of budgets in support of sales and marketing plans.
  2. Territory management and analysis of sales trends, utilization of appropriate business partners to present marketing and business plans to accounts for territory development and growth.
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### ***Position Specifications:***

#### **1. Knowledge/Educational Requirements**

Bachelor's Degree in Science/Business or equivalent; strong preference for two years minimum referral/therapy development sales experience; successful three to five years total medical sales experience to surgeons, administrative staff, and payers. Solid knowledge of the Reimbursement climate; experience call on physicians in one or more of the following or related referral accounts- psychiatrist, Oncology, Internal Medicine, or Primary Care Physician/GP; experience in developing new, innovative markets; experience in making multiple referral calls on a daily basis; familiarity with the OR is a plus.

#### **2. Skills and Abilities**

Solid job skills in business planning/consulting and territory financial analysis; preferred knowledge of managed care, physiology/clinical therapies, and implantable devices; excellent interpersonal, communication, negotiation skills; team oriented; conceptual/consultative sales skills. Ability to successfully operate in a team environment and be an "out of the box" thinker to address unique problems.

#### **3. Physical Demands/Work Environment**

Lifting/carrying 20 pounds; sit/stand/walk 6-8 hours day; operate moving vehicle; Environment Exposures; eye protection, infectious disease, and radiation.

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## *Territory Manager*

### *Working Relationships:*

1. *Internal Contacts:*

Marketing, Regulatory, Clinical Field Engineers, Engineering, and Management.

2. *External Contacts*

Physicians, clinical staff, Key Opinion leaders, purchasing, O/R staff and management, Hospital/ ASC pain referral community, coding/billing, representatives from similar pain markets/ co-promote opportunities, physician office managers and marketing representatives.

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