

SENIOR SALES SPECIALIST

JOB DESCRIPTION

Carticept Medical, based in Alpharetta, Georgia, is building a sales organization focused on promoting Carticept's innovative orthopedic injection and ultrasound guidance systems to the orthopedic office market.

We are a private, venture backed medical device firm supported by two of the nations premier investors, New Enterprise Associates (NEA) and Domain Associates. Collectively, NEA and Domain have \$13.5 billion in capital under management and have supported the creation of over 750 companies. Management at Carticept has a long and successful track record working with these investors to bring new, patient-focused device technologies to the market.

NEA and Domain are joined by our corporate partner, SonoSite, Inc., the world leader in hand-carried and mountable ultrasound equipment. SonoSite technology, originally developed for military applications, sets the standard for affordability, dependability and durability with an installed base of over 50,000 systems throughout the world.

Our technology brings new capability to the orthopedic market for the delivery of medications intended to relieve arthritis and musculoskeletal pain. The system provides new levels of accuracy, efficiency and safety while helping physicians to improve their practice and bottom line.

This position requires managing all aspects of the sales territory and achieving revenue and profit goals while calling on orthopedic surgeon offices.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Actively participate in and pass all company product and sales training classes.
- Work with Regional Manager to develop territory sales strategy.
- Work effectively with physicians, physician staff and financial personnel in customer facilities to insure successful adoption of Carticept products into practice.
- Understand and communicate financial benefit of Carticept products as part of sales process.
- Prioritize call pattern based on success opportunities and sales potential.
- Collect and update sales status using Company-designated tools.
- Capture and communicate prospect and customer feedback.
- Achieve territory sales activity and revenue goals.
- Be available to work with regional sales manager, product managers, company executives and others business associates when requested.
- Cultivate relationships within territory that produce ongoing product usage and future sales opportunities.

- Be point person within territory to negotiate buying or leasing contracts for product.
- Attend regional, national and industry meetings when requested.

QUALIFICATIONS:

- Bachelors Degree
- 5+ years experience medical device sales
- Sales experience in capital equipment
- Prefer experience in ultrasound and orthopedic sales

OTHER SKILLS:

- Strong organizational, time management, planning, and analytical skills.
- Excellent interpersonal and oral skills.