



Key Account Specialist

The Company

NinePoint Medical is positioned to improve patient care through the development of medical devices that enable high-resolution in-vivo imaging. Using advanced optical technologies, NinePoint Medical empowers treating physicians and pathologists to image cross-sectionally to visualize features at and below the mucosal surface, over very large areas.

Location/ Classification

The Key Account Specialist could be located anywhere in the assigned geographical territory. Relocation is a possibility as the business needs and opportunity continue to grow. This is an entry level sales support position. The ideal candidate would be a recent college graduate with 2-3 years of formal work experience, preferably in Medical Technology and /or Sales.

Position Requirements

The Key Account Specialist will report to the Vice President of Sales. As a member of NinePoint Medical Team, S/he will play a highly participative role in driving the vision and growth of the Sales Organization.

- Provide Clinical, Procedural, and Educational support to hospitals as directed by the VP of Sales.
- Work closely with Territory Managers through mentorship and support to evaluate customer procedural trends with plans to increase procedures at various selected customer sites.
- Assist in Physician conferences and key educational activities and workshops.
- Develop and implement a Business Plan to drive personal clinical skills and add value by customer sites to educate and drive procedural utilization.
- Comprehend and discuss key clinical studies/abstracts with NinePoint personnel as well as customer base to create more awareness and grow VLE procedures.
- Facilitate key customer relationships to Physicians, Nurses, and Hospital Administration
- Build, develop, and cultivate relationships with key customers to include Physicians, Nurses, Technicians, Hospital Administrators and other key decision influencers.
- Provide leadership in the field regarding NinePoint's policies, programs and core values with focus around the "Nine Points for Success".
- Understand and promote the importance of and adherence to all Health Care Compliance guidelines.

- Assume active role in converting customers, and hosting/attending Physician educational events, conferences, etc.

Qualifications & Educational Requirements

- BS required. Minimum 2 years sales experience, medical sales preferable, engineering or optics experience a plus.
- Excellent listening, verbal and written communication skills, strong organizational, leadership and process skills, as well as strong interpersonal skills with the ability to interface with all levels of management.
- Willingness to travel up to 75% of work week with occasional weekend travel for conferences.

Characteristics

- The ability to build interdependent partnerships
- Demonstrates a significant impact on business results
- Creates a culture of accountability and achievement
- Creates value for customer and company
- Demonstrates core values and is a model of integrity
- Develops people for optimal performance and creates a high performing work team
- Focuses externally
- Forges a vision for the future and can motivate others to support that vision
- Fuels profitable business growth
- Implements positive change and is seen as a change champion
- Manages complexity, multi-tasking with attention to detail
- Promotes innovation and continuous learning

The Nine Points for Success

1. **Excellence:** constantly create high quality products that improve patient care
2. **Quality:** be better than industry standard in the quality of our people and the efficiency of our operations
3. **Accountability:** Cultivate individual responsibility and promote personal and professional growth
4. **Innovation:** value high quality innovation
5. **Commitment:** create and maintain a positive work environment that is fun and rewarding to be a part of
6. **Teamwork:** value relationships that build respect and foster team work
7. **Communication:** utilize good communication
8. **Empowerment:** make a difference
9. **Diversity:** value diversity of people and opinion