



Territory Manager, Sales

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.

Reporting Relationships

The Territory Manager will report to the VP of Sales. As a member of the NinePoint Medical Team, S/he will play a highly participative role in driving the vision and growth of the Sales Organization. The Territory Manager will lead the engagement and re-engagement strategies with accounts across a defined regional geography.

Responsibilities

- Achieve / Over-achieve Sales Forecast for all defined buckets (Capital/Device/Service) within region
- Achieve quarterly and annual sales objectives and execution of strategic business plan
- Take ownership of the overall Capital Sales Process, the conversion of existing placement agreement customers, and hosting/attending Physician educational events, conferences, etc
- Develop customer relationships and the growth of VLE procedures and device revenue quarter over quarter
- Act as key client relationship manager to Physicians, Nurses, and Hospital Administration
- Build, develop, and cultivate relationships with key customers to include Physicians, Nurses, and Hospital Administrators
- 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 Health Care Compliance guidelines
- Willingness to travel in territory 60-80% of work week with occasional weekend travel for conferences.
- Lead engagement and re-engagement efforts with accounts in defined region
- Communicate effectively with support personnel on a daily / weekly basis

Qualifications & Characteristics

Qualifications

- BS required, MBA preferred.
- Minimum 6 years sales experience with a proven track record in field sales and history of achievement of objectives.
- 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.

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
- 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