



USA Territory Manager Job Description

We are looking for a Territory Manager to join our Commercial Team!

Overview

Job Title: Territory Manager

Company Name: Alimetry Inc, USA

Location: California USA – Location preference San Francisco or Los Angeles area.

Position Type: Full time

Reports to: Senior Director – Sales & Marketing

Direct reports: 0

About Alimetry:

Alimetry is a leading medical device company dedicated to pioneering advancements in gastrointestinal diagnostics and therapies. We are committed to pushing the boundaries of technology to create life-changing products that make a difference in the lives of patients around the world. We launched our flagship product - Gastric Alimetry - in the US in 2022 and we are now ready to charge ahead and expand our commercialization outside of the innovative institutions to first adopt and use our technology.

About You

We are seeking a passionate and organised individual who shows innovation and commitment. You'll need to have drive and grit to push a new product into market, and establishing a key territory from the ground up. You'll have experience and be comfortable with introducing new products to market, demonstrating your ability to showcase clinical utility and value proposition to physicians and hospital executives to gain early adoption in the California and West Coast states. You'll also be familiar with navigating reimbursement and billing for new products at a sales and field level, working with market access teams to ensure best practice.

About the Role

As a Territory Manager, you will be responsible for acquiring new business and strategically managing existing Alimetry accounts within your territory, being responsible for driving sales revenue to meet and exceed targets. You will exhibit strong sales performance, clinical excellence, and ongoing competitive knowledge. You will develop key relationships with Physicians, Nurses, Technicians, and Administrators in addition to the economic end-users through frequent and routine customer visits, product in-servicing, procedural observation, and relevant business meetings.

Key responsibilities:

1. New Business Development:

- Identify and target potential customers within the assigned territory.
- Deliver sales and product presentations target customers, and efficiently move them through the Alimetry sales process
- Onboarding and in-servicing of new accounts in conjunction with Product and Clinical Specialists

- Conduct market research to understand customer needs, industry trends, and competitive landscape.
- Develop and implement effective sales strategies to acquire new business.

2. Account Management:

- Build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.
- Monitor account performance and implement strategies to increase device utilization.
- Drive revenue to meet or exceed targets
- Provide regular training, in-servicing and education to staff clinical and non-clinical staff in conjunction with the Product and Clinical Specialist team
- Develop and implement quarterly strategies to ensure product utilization is at target levels for all accounts
- Collaborate with clients to understand their evolving needs and provide solutions to address them.
- Proactively identify any customer or account issues and resolve these in a timely manner
- Address customer inquiries, concerns, and technical issues in a timely and effective manner.

3. Market Analysis:

- Stay abreast of industry developments, competitor activities, and market trends.
- Provide feedback to the marketing team on market conditions and customer requirements.
- Collaborate with cross-functional teams to develop and refine marketing strategies.

Qualifications / Experience / Skills:

- Bachelor's degree required, Master's degree preferred
- Minimum 3 years sales or account management experience in medical device or pharmaceutical sales (preferably within the GI field)
- Documented sales success, preferably with prior sales performance awards
- Must be results and goal-driven, with the drive and determination to launch new products
- Self-starter with the ability to determine and set direction within the territory
- Strong understanding of the medical device industry, including reimbursement, regulations and market dynamics
- Excellent communication, presentation, and negotiation skills
- Ability to work independently and as part of a collaborative team
- Willingness to travel up to 50% within the assigned territory, including occasional weekend work and travel to attend conferences and educational events

Benefits:

- Competitive base salary: \$90,000 - \$120,000
- Generous bonus and commission structure through our Sales Incentive Program
- Car allowance
- 401(k) with 3% company match
- Health and dental benefits via generous HRA
- Opportunities for career progression and growth as the company rapidly expands

It is the policy of Alimetry not to discriminate against any applicant for employment, or any employee because of age, color, sex, disability, national origin, race, religion, or veteran status.

Apply now - send your CV to: careers@alimetry.com