

Territory Manager

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Company: Randstad

Location: Australia

Category: other-general

Your New Company:

Discover the opportunity to be part of a global healthcare leader dedicated to enhancing the lives of patients worldwide. Our client is driven by a passionate commitment to redefine the standard of care and positively impact patient well-being, empowering individuals to live their fullest lives.

About the Role:

We're in search of a proactive and dynamic medical sales professional to champion life-changing technologies and products within the Brisbane territory. As a Territory Manager, you'll play a pivotal role in educating and supporting healthcare professionals, reporting directly to the National Sales Manager.

Your Key Responsibilities:

Manage your territory with precision, leveraging strategic planning and execution to drive sales growth.

Advocate for value-added services that enhance patient care, offering tailored solutions to meet evolving needs.

Collaborate cross-functionally to identify new growth opportunities aligned with market dynamics.

Educate customers on the benefits and features of our medical devices, ensuring comprehensive training and support.

Maintain expertise in our product portfolio and technological advancements, empowering informed decision-making.

Proactively seek new business opportunities while providing exemplary customer service and account management.

Stay abreast of competitor activity, leveraging insights to reinforce our unique value proposition in the market.

Your Skills & Abilities:

Hold a Bachelor's Degree in Science or a related field

Previous experience as a territory manager in the medical device or pharmaceutical field in is highly desirable

Exhibit strong business acumen, coupled with a customer-centric approach and a focus on solutions.

Possess technical and clinical proficiency, effectively communicating complex information to healthcare professionals.

Excel in communication and listening skills, fostering meaningful connections with stakeholders.

Thrive both independently and within a collaborative team environment dedicated to delivering exceptional healthcare solutions.

Your Rewards & Benefits:

Highly competitive salary + Car allowance + Performance-based bonuses.

Benefit from ongoing training and development opportunities, supporting your professional growth journey.

Prioritize wellness and healthcare initiatives designed to support your well-being and that of your loved ones.

Join a market leader in their sector and be a part of an organisation that is transforming standards of care in the Australian healthcare space.

Take pride in joining an innovative and globally recognized organization, renowned for its workplace culture and benefits.

Voluntary Discounted Share Options via the company share ownership plan

Join an organisation whereby you can truly build a career

Ready to Begin Your Journey?

Click [Apply Now](#) or send your CV to stephanie.iveson@randstad.com.au. For a confidential discussion about your career, call 0410 255 454.

At Randstad, we are passionate about providing equal employment opportunities and embracing diversity to the benefit of all. We actively encourage applications from any background.

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Cross References and Citations:

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