

## Territory Manager - Medical Devices

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Company: Tresp Recruitment

Location: Australia

Category: other-general

Represent life-changing, innovative technologies in various therapeutical areas

Manage & grow a high-performing territory

Be a part of a highly collaborative team, with opportunities for career growth

### **ABOUT THE COMPANY**

At the forefront of medical device innovation, our company is a global manufacturer offering a diverse range of products in various medical specialties. As an established and trusted brand, they are known for their dedication to research and development, constantly pushing the boundaries of technology to provide new and advanced solutions that meet the constantly evolving needs of healthcare. Excellent patient outcomes are paramount, and our client strives to make a lasting impact in the lives of patients worldwide.

### **ABOUT THE ROLE**

Manage a growing territory based in Brisbane towards northern QLD

Build and maintain strong client relationships by presenting product portfolio, sharing insights on benefits, and ensuring product utilisation and client satisfaction

Provide clinical support for surgical and interventional cases

Develop and implement sales strategies to drive growth and promote new products to

increase market share

Collaborate with cross-functional teams to achieve organisational objectives

Travel requirements as business needs arise

## **ABOUT YOU**

4+ years of experience in medical device sales

History of sales success and demonstrated territory management abilities

Excellent communication skills, both oral and written

Ability to work independently and collaboratively with various stakeholders to achieve business goals

Strong business acumen and strategic thinker with a keen eye for detail

Thrives in a fast-paced, dynamic, and competitive environment

Highly adaptable individual, capable of wearing multiple hats to support the business

Comfortable supporting surgical and interventional cases in theatres and cath labs about 30-40% of the time

## **CULTURE AND BENEFITS**

Competitive remuneration package - base pay + above-the-market car allowance +

Private Health benefits + uncapped commission structure

The business takes pride in its excellent workplace culture and providing exceptional opportunities for career development

Commitment to Diversity and Inclusion

If the above information appeals to you, please get in touch with **Marielle** at **0451 935 220** or send an email to **[marielle@tresp.com.au](mailto:marielle@tresp.com.au)** to explore how we can support you in advancing your career with a global leader.

To Apply, simply click through and submit a copy of your CV, outlining your key achievements

and responsibilities. All applications will be treated with the utmost confidentiality.

TRESP Recruitment is a highly specialised business, recruiting across Innovative technologies within Healthcare and Medical Devices. Your dedicated consultants are experienced in their space and will provide highly specific information and understanding of the positions they work on.

This is one of many opportunities in healthcare sales, support, marketing, and operations we currently have available across Australia and New Zealand.

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