

# Territory Sales Manager – Orthopaedics, Joint Portfolio



## ***The Role:***

Reporting to the Sales Director, the Territory Sales Manager (TSM) will provide the primary sales direction for the DePuy Synthes Lower Limb Joint portfolio, designing and implementing strategies to increase market share and revenue generation.

While PEI has a 32-county focus, your primary responsibility will be within the **South-East of Ireland** region.

## ***The Company:***

Named a “Great Place to Work” for 2021, PEI is a leading medical and surgical sales, marketing and distribution company. PEI’s product portfolio includes major brands from world class manufacturers such as DePuy Synthes, Boston Scientific, Ansell and ResMed. This is an exciting opportunity to work for a company whose focus is in developing its people and ensuring they are equipped to provide service solutions to its customers.

## ***The Person:***

- Individual who is motivated by pursuing ambitious commercial targets
- Self-starter who operates autonomously and is prepared to invest extra energy to achieve goals
- Ambitious business development professional who enjoys prospecting; uncovering new opportunities and converting customers
- Commercially astute and experienced sales professional who sees their long term career in business development
- Experienced relationship manager with proven track record in growing territories and national accounts over time.
- Strong sales performance track record
- Essential to have a ‘can do’ attitude and be autonomous in ability to carry out the role
- Team player focused on achieving individual and shared commercial goals
- A clean, full driving licence

## ***Competencies:***

- Self-Management – strong personal organisation skills. Is highly organised. Takes a planned approach. Is systematic in approach
- Commercial Acumen - Displays ability to recognise commercial opportunities. Negotiates win win arrangements with customers in line with sales plan. Uses sales playbook to create commercial opportunities. Understands commercial maths
- Target Oriented – prioritises achievement of clearly defined sales/commercial targets. Maintains focus over the longer term. Maintains self-confidence and focus in the face of setbacks
- Competitive: Likes to win. Is motivated by opportunities to outperform others or clinch deals
- Professional Selling Skills: demonstrates a proven track record of consistent application of recognised professional selling methodologies to develop significant business relationships and to nurture and grow these over a sustained period

## ***Key Behaviours:***

- Energised by opportunities to achieve stretch commercial targets
- Measures professional success in commercial terms
- Displays persistence and resilience in going after targets. Does not take rejection personally
- Displays a high energy approach
- Is self-motivating and displays a strong personal work ethic
- Team player who is energised by working in a tight team focused on shared commercial goals
- Can provide examples of key business relationships/accounts grown from cold and developed into significant accounts over time

***Responsibilities:***

- Responsible for achieving the sales revenue performance in defined territory
- Responsible for the development of market penetration strategies to establish new accounts and drive above market growth within the business area
- Build customer relationships and provide service to optimise continuing profitable sales revenues from existing accounts
- Work closely with the account executives and clinical colleagues in the area to ensure continued growth
- Understand the dynamics of the local healthcare market, and how PEI, J&J and competitors' strategies impact the Irish Market
- Maintain up-to-date technical knowledge of relevant therapies, J&J products, clinical practices, regulatory requirements, quality standards and business policies
- Utilise an analytical sales methodology to execute strategy and tactics
- Identify and engage in local, national and international marketing activities to drive and support the PEI strategy
- Maintain comprehensive and accurate territory records and provide reports and forecasts
- Operate at all times in a way that maintains a positive customer perception of the PEI brand

**PEI Compensation Package:**

An attractive package is available to the right candidate.