



Area Sales Manager

About Us:

Cytrellis, a venture-backed medical technology company, is developing a new, proprietary category of micro-coring devices designed to remove sagging skin associated with aging, without surgery or scarring. The devices have the potential to provide aesthetic practitioners with an unprecedented ability to improve age related changes in skin and restore youthful beauty. Cytrellis is dedicated to working with leading physicians to develop unique product solutions which emphasize safety, clinical results and improved quality of life.

Summary:

The Area Sales Manager has primary responsibility for opening new accounts through initial capital equipment sales. The Area Sales Manager will work closely with the Practice Development Manager to ensure seamless implementation of the Company's products into the customer's practice as well as support ongoing customer needs to ensure the highest levels of customer satisfaction with the Company's products. The Area Sales Manager may be required to perform all or a combination of the following essential responsibilities as determined by necessity. This position will report to the Vice President of Sales (or to such other person as the Company may specify). This role may be remotely based.

Essential Responsibilities:

- Comply with Cytrellis Biosystems quality system requirements as well as any applicable regulatory requirements.
- Comply with all health and safety regulations, policies, and work practices.
- Achieve sales quotas and objectives in assigned territory.
- Manage all aspects of the capital sales process within assigned territory from prospecting to sales transaction through system delivery and installation.
- Assist Practice Development Manager when required regarding marketing and technical support for the Company's products.
- Utilize Company CRM to effectively organize prospect lists, customer contacts, sales pipeline, quota achievement, and sales forecasting.
- Develop strong business relationships with customers and key accounts.
- Develop and execute a business plan that results in the achievement of sales quota.
- Complete administrative responsibilities including business plans, expense reports, sales forecasting, updating account profiles, and maintaining CRM database.
- Maintain current knowledge of the industry and competitive products.

Area Sales Manager Job Description

- Develop and maintain supportive, productive and effective relationships at all levels within the Company.
- Participate in industry-related trade shows/meetings.
- Maintain consistent communication with direct manager on all matters related to the customers and Company business within assigned territory.
- Demonstrate a strong work ethic and represent the Company with high integrity, ethics, honesty, loyalty, and professionalism at all times.
- Ability to travel adequately to cover territory including overnight stays, work tradeshows and attend internal Company meetings.
- Home office capability is required with reliable high speed internet access.
- Effectively manage company resources in a responsible and efficient manner.
- Perform other duties as assigned.

Experience & Training:

- This position requires a minimum of a Bachelor's degree (B.A. or B.S.), or equivalent experience.
- 4+ year's successful capital sales experience in a private pay procedure with a consumable component, ideally in a mixed capital/consumable business model.
- Documented sales overachievement relative to peer group and quota.
- Experience selling capital equipment in the aesthetic space preferred.
- Proven ability to develop and maintain customer relationships.
- Proven ability to provide a high level of customer service and support to achieve practice integration of a new technology within a competitive environment.
- Strong interpersonal, analytical, organizational and leadership skills, and the ability to stay abreast of the current technology, company products and generally accepted medical practices related to products and procedural area.
- Strong written and verbal communication and presentation skills. Ability to present and effectively communicate complex clinical and technical data to the audiences of various backgrounds and knowledge levels.
- Valid driver's license issued by the state in which the individual resides; good driving record. All sales employees are required to drive a personal vehicle for company business. This vehicle is to be in good condition and well maintained.
- Strong computer skills and familiarity with Microsoft Office and other related software.
- Demonstrated ability to handle time constrained projects simultaneously.
- Availability to travel 50 - 100%, to include occasional weekends, when required.

Interested candidates should send their resume to careers@cytrellis.com for consideration.