



## **Practice Development 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 Practice Development Manager has general responsibility for all aspects of customer account management in the assigned territory. Such responsibilities include but are not limited to the planning, organization and execution of all activities that might impact treatment volumes and consumable purchases. The Practice Development Manager will be accountable to achieving the quotas and objectives set forth by the Company. The Practice Development 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.
- Provide training, presentations and demonstrations to current and prospective customers on the application and use of the Company's products using effective communication and sales techniques.
- Educate the customer regarding the indications, contraindications, and safety of Company products, and how they fulfill the needs of the customer.
- Utilize efficient time management skills through pre-call sales planning to maximize customer success with Company's products.
- 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.
- Develop and maintain supportive, productive and effective relationships at all levels within the Company.

## Practice Development Manager Job Description

- 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 tradeshow 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.
- 3+ years of demonstrated success selling medical products or services to physicians and/or other health care providers. Preference for direct customer experience with the plastic surgeon and dermatology audience.
- Experience selling consumables in a capital/consumable business model.
- 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 necessary.

**Interested candidates should send their resume to [careers@cytrellis.com](mailto:careers@cytrellis.com) for consideration.**