



Job Description

Position Title: Area Sales Manager – Michigan / Northern Indiana
Report To: Regional Sales Director
Department: Sales
Location: Remote
FLSA: Exempt
Date: October 2023

APPLY

Area Sales Manager – Michigan / Northern Indiana

We are changing the standard of care for millions of untreated sufferers of ENT conditions. We improve patient access to life-changing relief through safe, practical, and effective innovation that changes how and where patients are served. Aerin differentiates itself with our commitment to providing straightforward and clinically proven products so that ENTs and their patients can make treatment decisions together without limits.

At Aerin Medical our values show up as: always seeking the collective good, holding ourselves and each other accountable, showing respect with compassion, creation and innovation and being all in.

As an Area Sales Manager at Aerin Medical, you will be an essential part of our mission-driven team, dedicated to transforming the lives of those with untreated ENT conditions. Your role will involve contributing directly to our commitment to innovation and improved patient care.

Description

The Area Sales Manager is an **individual contributor role** and is responsible for generating new business and achieving annual goals for Aerin Medical. This role is a unique opportunity to launch disruptive technology and develop professionally within a rapid growth organization. The position of Area Sales Manager will be tasked with partnering with key physicians within his/her assigned area to launch the VivAer and RhinAer products. The Area Sales Manager will work closely with the Regional Sales Director and R/D teams to provide critical feedback necessary to support the growth initiatives. This role will be an integral part of the growth and overall success of Aerin Medical.

MAJOR DUTIES AND RESPONSIBILITIES:

- Develop and maintain relationships with physicians and staff at assigned clinical sites by providing a high level of service and responsiveness through ongoing education and clinical expertise regarding the use of the company's products.
- Work with office and hospital leadership to launch new technology within their facilities.
- Present the value proposition and introduction of disruptive technology within the ENT space.

- Possess and share superior clinical knowledge of the Company's products, their clinical applications, instructions for use, and procedural techniques.
- Lead physician training with identified and targeted Aerin physicians.
- Identify and expand new opportunities to further utilize Aerin products to support physician planning and treatment of patients.
- Utilize an ethical, consultative approach to support physician usage of and commitment to the Company's products.
- Provide logistical and inventory support between the clinical site and Aerin Medical.
- Provide support, including Operating Room/office procedure support.

EDUCATION REQUIREMENTS:

- Bachelor's degree in business/marketing or related field is preferred

EXPERIENCE REQUIREMENTS:

- 5 plus years of medical device experience. ENT/Plastics experience strongly desired.
- Track record of success and over-achievement (Rep of Year, Presidents Club).
- Physician office sales, disruptive technology, and start-up experience is a plus.
- Medical background/Military experience will be considered

OTHER QUALIFICATIONS

- Strong sales skills with historic over-achievement within sales organizations.
- Ability to launch disruptive technology in a new space.
- Proven leadership skills within a peer group.
- Effective communicator and able to present to the executive team as needed.
- High attention to detail and accuracy; able to manage multiple tasks.
- Participate in customer meetings, training meetings, conferences, and/or other relevant meetings.
- Proven problem-solving skills.
- Provide feedback to sales leadership and the R&D team.
- Willingness to travel extensively (50% or more).