



## Job Description

**Position Title:** Associate Sales Rep (ASR) - Tri-State Area  
**Report To:** Regional Sales Director  
**Department:** Sales  
**Location:** Remote  
**FLSA:** Exempt  
**Date:** April 2024

[APPLY](#)

---

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 the Associate Sales Representative (ASR) 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.

### **JOB OVERVIEW:**

The Associate Sales Representative (ASR) is an 18-24-month junior sales position that will be expected to expand the sales & utilization of Aerin products, which may include: converting accounts in a manner that complies with company policy, follow sales direction of lead reps, provide support to the aligned territory for all sales-related activities in a multiple sales territory. Upon successful completion of duties, this role may lead to an Area Sales Manager (ASM) in charge of their own territory. This ASR position will be focused on supporting the ASM Field Team in all capacities supporting the business of selling to and supporting the ENT Surgeons who we work with.

## **RESPONSIBILITIES AND ROLE:**

- Support & partner with an to support our ENT surgeons through case support, clinical support, reimbursement support, and overall customer support.
- Be an integral part of the Regional team in supporting the sales and business growth of the territories that the ASR will be supporting.
- Become Clinical Expert in demonstrating, teaching and in-servicing all Aerin Medical products that are to be used in ENT procedures.
- Be fully proficient, capable and able to work with ENT surgeons and staff in the Office, Hospital and ASC settings.
- Learn to successfully complete the full selling cycle and full on-boarding process of training and certifying a new customer on all of Aerin products.
- Ability to keep organized and detailed in order to work with multiple ASM's across multiple geographic areas.
- Ability to multi-task and work compliantly on the phone, tablet and laptop in order to handle the responsibilities and functions of the role.
- Attend Trade Shows and Conferences as requested.

## **REQUIREMENTS:**

- At least 1-3 years of B2B sales, Healthcare, Pharm or Medical Device sales experience or Clinical experience (nursing, surgical tech) or a Junior Military Officer is required.
- Experience with large or complex geographies preferred.
- Bachelor's degree in business/marketing or related field is preferred.
- 25%-50% travel