



## Regional Sales Manager

Modulim is a venture backed medical device company that is helping identify and address some of the most devastating consequences of diabetes. We are a spin-out of the Beckman Laser Institute at the University of California, Irvine, and our team consists of some of the leading experts in our field. If you are looking for an opportunity to be a part of a growing team that is changing health care – this is the place for you.

### Position Summary

Under the direction of the Sales Director, the Regional Sales Manager is responsible for growing the revenue and unit base in the assigned territory, through direct selling activities and management of indirect channel partners as assigned. This full-time position develops and implements sales plans that coincide with the expectations of Modulim management.

The Regional Sales Manager is responsible for sales, installation and customer support of medical devices to various specialties - podiatry, vascular surgery, interventional radiology and cardiology, primary care, endocrinology, and wound care.

### Essential Duties and Responsibilities

- Generate new business by utilizing existing relationships and scanning the marketplace while implementing a solid strategy to identify and develop new accounts
- Meet all sales goals for assigned region
- Manage funnel/pipeline in SalesForce.com to achieve sales and growth objectives
- Identify problems, risks and exposures and make sure strategies are in place to resolve
- Work closely with internal teams to obtain resources needed to execute sales strategies and achieve sales quota
- Generate proposals, provide input on pricing, active lead generation and development, product promotion and introduction to the end-user, funnel tracking & management, close business and exceed quota, perform product demonstrations during onsite customer visits and provide accurate sales forecasting
- Provide product demonstrations, installations, training and support
- Educate physicians and staff on clinical benefits of medical devices
- Develop, grow and maintain positive relationships with assigned channel partners that benefit all stakeholders
- Provide sales reports and forecasts/activity through SalesForce.com
- Adhere to Modulim's Guiding Principles and Mission, Core Beliefs and all safety and quality requirements including, but not limited to: Quality Management Systems (QMS), U.S. Food and Drug Administration (FDA) regulations, Company policies and operating procedures, and other regulatory requirements
- Responsible for managing sales expense budget
- Committed to customer satisfaction and retention
- Inform management of current events with strategic accounts and the sales organization
- Perform other duties as may be assigned



## **Desired Skills and Experience**

- 5+ years of sales experience selling to physician offices, clinics, and hospitals
- Medical device experience required. Optical imaging, wound care, podiatry, interventional radiology and vascular surgery preferred
- A top sales professional with high energy, a "do what it takes" attitude with documented sales results; exceptional selling skills.
- Must be detail-oriented, analytical and flexible
- Strong analytical skills and the passion to drive business growth
- Ability to think creatively and pragmatically
- Excellent organizational, communication, and problem-solving skills
- Ability to work well in a dynamic, entrepreneurial startup, a team environment and independently with a strong multi-tasking ability and comfort with leading initiatives across multiple areas at the same time
- Strong cognitive ability and capable of retaining technical information
- Able to communicate to healthcare professional (physicians, nurses, medical assistants, etc.) and hospital coding and reimbursement information
- Proficiency with Outlook, Excel, Power Point, and Salesforce.com

## **Work Environment and Physical Ability**

- Hand-eye coordination is necessary to operate instruments, computers and various pieces of office equipment.
- Occasionally required to stand; walk; use hands to finger, handle, feel or operate objects, tools or controls; and reach with hands and arms.
- Occasionally required to sit; climb or balance; stoop, kneel, crouch or crawl; talk or hear; and smell.
- Must occasionally lift and/or move objects up to 70 pounds.
- Specific vision abilities: close vision, distance vision, color vision, peripheral vision, depth perception and the ability to adjust focus.

## **Travel Expectations**

Must be able and willing to frequently travel (up to 75%) within assigned territory and to other events as required.

## **Education**

Bachelor's degree in a marketing, engineering, business-related discipline with an MBA preferred or equivalent work experience.



## Benefits

- Contribution to Medical/Dental/Basic Life/AD&D
- 401(k) Plan with matching benefits
- Generous vacation and personal time off policy
- Stock option plan

\*\*This is not an exhaustive list of duties or functions and may not necessarily comprise all the "essential functions" for purposes of the ADA.

Modulim is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, color, national origin, ancestry, sex, gender, gender identity, pregnancy, childbirth or related medical condition, religious creed, physical disability, mental disability, age, medical condition (cancer), marital status, veteran status, sexual orientation, genetic information, or any other characteristic protected by federal, state or local law.

For consideration, send your resume to [jobs@modulim.com](mailto:jobs@modulim.com).