

## Job Opportunity: Sales Associate, Atlanta GA

At DB Surgical, we are dedicated to bringing transformational surgical technologies to hospitals and surgery centers. Our team provides tools for microsurgical and minimally-invasive procedures. We currently serve the Neuro, Spine, ENT, Cardiovascular, Ophthalmic, and Plastic Reconstructive surgical disciplines.

### DESCRIPTION

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Spearheads the selling of DB Surgical products in accordance with budgeted objectives and to obtain maximum profitability and volume in relation to preset standards.

- Promotes and sells DB Surgical products
- Educates and informs doctors, nurses, and appropriate staff personnel as to the proper use and maintenance of DB Surgical products
- Directs product evaluations in OR and office settings
- May assist in the preparation and operation of trade shows and conventions
- Keeps Regional Manager informed of territory progress on a regular basis
- Solves product problems for customers in an expeditious fashion
- May assist in the training and development of sales personnel
- Manages and maintains a sample inventory of products
- Must understand and adhere to all OR guidelines when conducting a product evaluation

### REQUIREMENTS

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- Must be able to communicate with large groups of people
- Must be able to use common office equipment (e.g. fax, modem, calculator, PC, etc.)
- Must be able to drive an automobile
- Must be able to routinely negotiate price and terms of transactions between DB Surgical and its customers
- Must be able to readily solve customer issues
- Must have fundamental command of all products and be able to disseminate this knowledge to the customer
- Must be able to analyze territory market potential and prioritize call patterns accordingly
- Excellent interpersonal skills
- Excellent organizational skills
- 2+ years in a medical or sales position (experience in the Operating Room is strongly preferred)