



POSITION DESCRIPTION

Job Title:	District Sales Manager	Prepared:	2020
Reports To:	Director of National Sales	Location:	Field – Northeast Region

Ohio Medical is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.

GENERAL SUMMARY

The District Sales Manager (DSM) is responsible to achieve and exceed revenue quota each year for their assigned multi-state territory. The DSM will achieve success through primarily selling directly to a customer base which includes Hospitals, Surgery Centers and Alternate Care Sites. The DSM may choose to utilize Distributors, Independent Sales Agents and or Dealers to assist in meeting the company's revenue quota. The DSM will sell all products offered by the company while maintaining the highest selling price possible per each product category.

KEY RESPONSIBILITIES (Include but not limited to)

- Meet the company's revenue quota each year.
- Properly manage & cover the assigned territory, requiring overnight travel.
- Provide an extensive territory sales forecast and business plan each year.
- Attend and work local and regional trade shows.
- Understand and analyze competition and trends to sell effectively and increase profitability.
- Write clear, concise proposals and letters.
- Provide Forecasts, Business Reports and Itinerary Plans on a monthly basis

REQUIREMENTS FOR THIS POSITION

- Professional Experience**
 - 2 to 3 years' sales experience
 - Medical device experience preferred
- Education**
 - Bachelor's Degree preferred
- Travel (estimated % of time)**
 - Domestic approximately 50 - 60%
 - Overnight travel
 - Must be able to fly commercially

PERSONAL TRAIT PROFILE

- Able to demonstrate previous successful sales achievement.
- Excellent communication and closing skills.
- Must possess and maintain a valid U.S. driver's license
- Exhibit a "hunter & prospector" approach to the assigned territory.
- Able to effectively manage other individuals i.e. distributors, dealers and independent agents.