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## **TERRITORY SALES MANAGER**

### **THE ROLE:**

Omega Critical Care manufacture and distribute the truCCOMS Cardiac Output Monitor; they are currently looking for a Territory Sales Manager to join their team. You will be selling in the hospital and theatre environment primarily in the cardiac anaesthesia market to a broad range of clinical professionals. This demanding but rewarding position carries a large amount of key account management responsibilities and the ability to forge lasting business relationships is crucial. A track record of growing business within a territory is essential

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### **THE PERSON:**

Actively re-launching the truCCOMS as part of a direct sales team  
To identify the key market segments and key opinion leaders within our target sites  
Providing clinical and economic evidence to support the use of the truCCOMS in the target market  
Building up information of competitor products, their unique selling propositions, pricing strategy and general activity in the market  
Attend exhibitions and relevant meetings as a representative of Omega Critical Care  
Promote the building of relationships and product Champions  
Assisting in the development of a clinical studies programme which will provide robust, scientific data that will assist the sales and marketing process  
Involved in training staff and consultants in the use of the truCCOMS and offering guidance during procedures as necessary.

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### **SALARY:**

Dependant on experience; plus generous commission and car allowance

**There will be considerable travel involved. You will visit hospitals UK wide but predominately in the Midlands and London area.**

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