



Technology Consultant

General Overview

- Sell Arthrex products to new and existing clients through in-person appointments, providing expert knowledge, and various lead sources
- Represent MedInc of Texas by working with a sophisticated audience comprised of surgeons and healthcare professionals
- Increase territory results by building and maintaining strong business relationships and by developing and implementing sales strategies
- Establish and maintain relationships with clients (surgeons, nursing and clinical staff, etc.)
- Provide doctor and staff with assistance in the installation and set-up of equipment

Knowledge

- Proficient in Microsoft Office Suite
- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations
- Ability to write professional reports, business correspondence, and procedural documents

Skills and Abilities

- Strong written and verbal communication skills
- Excellent public speaking skills
- Ability to interact in a professional and courteous manner with clients, doctors, and staff at all times
- Ability to work collaboratively within a team as well as individually
- Highly organized and detail oriented in all assignments
- Strong follow through skills
- Ability to work independently and interact with all levels of management
- Accuracy, analytical skills and attention to detail are required
- Ability to handle sensitive and confidential information
- Ability to exercise good judgment and discretion
- Strong negotiation and closing skills
- Strong multi-tasking skills; must manage responsibilities under strict deadlines

Education & Experience

- Bachelor's degree required; experience in lieu of education may be accepted
- Demonstrated ability to relate to customers and constituents within the orthopedic market
- 2-5 years demonstrated sales success in related industry
- Required to maintain vendor credentialing for assigned territory
- Ability to remain calm and professional in a surgery/ operating room environment
- Must be able to travel within assigned territory as required

Benefits

- Medical, Dental and Vision Insurance
- Life and AD&D Insurance
- 401(k) Plan
- Employee Assistance Program
- Performance Bonus
- Paid Time Off
- Paid Holidays