

Regional Manager – Spine Sales

Recognized as a 2022 Indiana Best Places to Work in Manufacturing, Nexxt Spine LLC., one of the best positioned companies in the medical device industry, is searching for an experienced and dynamic Sales Manager for our Central Region. Located in Noblesville, Indiana, Nexxt Spine designs, manufactures, and distributes a rapidly expanding line of spinal products.

Must Have Minimum Requirements:

*To be considered for this role, you must have the following minimum requirements.

* This is a **field-based** role – Texas (base location) and neighboring states

- 6+ years of Current Spine Sales Management
- Extensive Spine Product Experience
- Strong Distributor and KOL Surgeon Contact Base
- A History of Building a Long-Term Business Strategy

Duties and Responsibilities:

- Manage key relations to align Nexxt Spine goals with strategic partners including distributors, key accounts, and surgeons
- Recruit & manage distributors through the following: increasing sales, profit margins, custom requests, set ROI, and utilization
- Partner with the engineering team in coordinating and communicating Surgeon's requests and requirements
- Determine strategic products to introduce to the market, and provide guidance on desirable product features and benefits
- Assist in surgeries and training of surgical representatives on use of Nexxt Spine products
- Assist in creating and implementing sales plans as it relates to distribution and related business
- Assist in planning, forecasting, and coordinating deliverables including sets, inventory, marketing materials, training and educational services of the distribution channel of the business
- Collaboration and implementation of strategic initiatives including sales & marketing plans, new product development, and company goals
- Collaboration on the promotional and marketing materials required to sell Nexxt products, including brochures, technique guides, and pocket cards

Education and/or Experience:

- 6+ years of sales experience in spinal implant device products **required**
- 6+ years of sales management experience in the marketing/sales disciplines is preferred
- Bachelor's degree preferred in business, marketing, engineering or a science discipline

Apply via email to WWertz@NexxtSpine.com

