

# Senior Account Manager

## Medical Device Sales



**Location:** California (Metro Los Angeles or Bay Area preferred)

**Reports to:** Vice President, Sales

**Status:** Full-time

### About the Company

BioCircuit Technologies is a medical device company developing and commercializing novel, biomaterial-based devices for the surgical repair of nerves and other soft tissues.

### Position Summary

As a Senior Account Manager at BioCircuit Technologies, you will be a part of our sales team, supporting a network of independent medical device distributors across California with expertise and best practices to drive sales of our nerve repair device, Nerve Tape®. Markets segments of primary interest include plastic reconstructive (breast) surgery and post trauma nerve repair by hand & plastic surgeons. Your responsibilities will require you to work across multiple departments, providing a unique opportunity to draw from and contribute to all areas of our business.

### Key Job Responsibilities

- Maintain a high level of clinical proficiency pertaining to a medical device designed for nerve repair.
- Plan and deliver compelling sales and product presentations to distributors and healthcare professionals.
- Support distributors and accounts throughout California, while being based out of your home.
- Conduct field visits with external distributor sales teams.
- Manage time to provide maximum exposure and bring results from distributors within the territory.
- Identify and capitalize on growth opportunities within customer accounts.
- Manage expenses efficiently.
- Consistently meet or exceed assigned sales quotas and targets within the California territory
- Use a CRM system to keep detailed and up-to-date records for accounts and distributor engagement.
- Possess and build strong working relationships with distributors, key decision-makers, and customers.
- Actively listen to understand customer needs, address objections, and secure commitments.
- Relay market information and lessons learned in the field to the head office.
- Continuously improve your clinical expertise, product knowledge, and sales techniques.
- Participate in professional development through training, on-the-job learning, and other growth-focused programs.
- Ensure strict adherence to all Company policies, processes, SOPs, and external regulations.

### Qualifications

- A university degree or equivalent higher education is required.
- 2+ years of sales experience in the medical device sector is required.
- Experience selling nerve repair and/or plastic reconstructive devices is preferred.
- Must be proficient with computers and possess strong written and verbal communication skills.
- Willingness to travel overnight, primarily within California.
- Ability to work independently and as part of a team.

### Further Description

BioCircuit Technologies is a growing start-up company, where you will have the opportunity to learn and then effectively communicate technically-advanced, clinically accurate presentations specific to the use of our novel medical device. Your proficiency in this role will drive our distributors to achieve greater results, and will help them, and any healthcare professionals you meet, respect the expertise and organizational health of our Company. As part of a small company, you'll impact and benefit from all facets of our operations, helping to create a healthy, successful medical device company. Your performance in this dynamic work environment will lead to significant potential for continued growth and experience.

### Contact Information

If you are interested in this position, please send your resume and cover letter to [jobs@biocircuit.com](mailto:jobs@biocircuit.com)

