

<b>Job Title:</b>	Associate Product Specialist – da Vinci Surgery
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<b>Department/ Business Unit:</b>	Robotics Asia	<b>Reports to:</b>	Senior Product Specialist – da Vinci Surgery
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### Job Purpose

- To support Product Specialists in their sales territories in order to achieve maximum profitability and growth in accordance with strategic direction and Values;
- To achieve budgetary forecast through case support and customer training and engagement;

### Reporting/Working Relationships

- Working Relationships: Product Specialists, Clinical Sales Manager, Business Development Manager, Product Manager and Technical Service Engineers, Capital Sales Manager.

### Key Responsibilities

- Achieve country sales targets and deliver goals;
- Consistently assist Product Specialist to develop and grow the territory through engagement with existing and new customers;
- Understand customers objectives, buying criteria and decision-making processes to form long standing mutually beneficial partnerships;
- Attend to customer enquiries and needs;
- Maintain accurate customer account records and customer data base including customer targeting;
- Provide product information, demonstrations and training to customers;
- Comply with all stock keeping requirements per policy;
- Complete all administrative tasks by the due date;
- Attend exhibitions, conferences and seminars as directed;
- Additional duties and some sales-related activities as required from time to time as part of career development;
- Manage travel and administrative tasks for robotics team;

### Quality and Safety Requirements and Responsibilities

- Comply with Quality System requirements;

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- Take reasonable care for your own health and safety and do not negatively affect the health and safety of others. Comply with any instructions and follow any policy, procedure or work instruction relating to health and safety at the workplace that has been notified to you;
- To ensure compliance with applicable legislation, customer requirements and given the exposure risk to the business, it is a requirement of this role that you maintain any appropriate vaccinations and background checks as appropriate.
- Conduct all activities and duties as part of this role in full accordance with company policies, procedures, and values.
- Understand and adhere with Principals' applicable compliance, code of conduct policies and procedures;
- Understand and adhere with APACMed Code of Conduct.

**Selection Criteria****Essential**

- Understanding of Device Technologies policies and procedures including any vaccination and background checks in line with your role and responsibilities.
- Current valid driver's license;
- Permanent resident status in your relevant country;
- Proven skills in sales, territory management, presenting, influencing and time management;
- Demonstrated competence in MS Word, Excel and PowerPoint;
- High standard of demonstrable written and verbal communication skills;
- Professional appearance;
- Willingness to work a flexible schedule with occasional overnight travel

**Desirable**

- Minimum 2 years relevant clinical experience or working on a hospital environment;
- Relevant tertiary qualifications in the sciences – degree or similar.