

Job Title: Territory Manager

Reporting to: National Sales Manager

Reporting/Working Relationships: National Sales Manager

Job Purpose

- To manage a specified sales territory in order to achieve maximum profitability and growth in accordance with strategic direction and values.
- To achieve budgetary forecast through a high standard of sales activity and customer engagement.

Key Responsibilities:

- Achieve sales targets and deliver KPI's.
- Consistently develop and grow the territory through engagement with existing and new customers.
- Develop sales strategies and tactics in conjunction with the Sales Manager, ensuring alignment to the approved marketing plan, as well as implementation of these strategies and tactics.
- Build customer relationships, specifically, Craniomaxillofacial, Plastics, Head & Neck Surgeon groups.
- Manage key hospital accounts, attend to customer enquiries, and needs.
- Submit monthly sales reports inclusive of sales forecasting and market intelligence including competitor information by the due date.
- Maintain accurate and timely case notes, account records, and customer data on MONDAY CRM. Pass on information, to relevant Biomedical Engineer where applicable.
- 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 sales-related activities as required from time to time.

Quality and Safety Requirements and Responsibilities

- Comply with all Lyka Smith policies and Quality System requirements.
- 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.
- Conduct all activities and duties as part of this role in full accordance with company policies, procedures, and values.

Selection Criteria

Essential

- Current valid driver's license.
- Permanent Australian resident status.
- Proven skills in sales, territory management, presenting, influencing and time management.
- Demonstrated competence in MS Word, Excel, and PowerPoint.

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- 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' experience selling in a medical or hospital environment OR
- Minimum 2 years relevant clinical experience.
- Relevant tertiary qualifications in the sciences – degree or similar