



## EXTERNAL JOB POSTING

**Job Title Business Development Representative**

**Req# 613-11**

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**TERRITORY: W PA, W VA, OH, must reside in Cleveland or Pittsburgh.**

### **POSITION SUMMARY:**

The Business Development Representative is responsible for delivering sales targets through growth & development of new and existing inpatient and outpatient rehabilitation facilities within an assigned territory. The individual must be able to identify, negotiate and manage strategic relationships with new and existing customers while working with a Clinical Specialist to develop patient usage of Bioness products. The individual must also be adept at delivering company developed PowerPoint presentations to groups of doctors, therapists and clinicians. Additional duties include attending national and regional trade shows, accurately recording business activities and contact information in the company's information system, and maintaining a strong line of communication with the internal sales department.

### **SPECIFIC DUTIES AND RESPONSIBILITIES:**

- Identify sales opportunities, develop selling strategies and present to key decision makers in order to aid in business development.
- Conduct in-services to groups of doctors, therapists and clinicians.
- Responsible for developing successful programs at facilities with Clinical Specialists within assigned territory.

### **EDUCATIONAL REQUIREMENTS:**

Requires Bachelor's degree in business finance or marketing with 4 years of experience in the field or a related area.

### **EXPERIENCE:**

Must have at least 2 years capital equipment sales experience and a proven track record of success. Direct to Consumer Sales Experience. Experience calling on physicians specifically, Neurology. Must be self-motivated and possess integrity, initiative, and excellent verbal and written communication skills. Strong public speaking and presentation skills highly desired.

### **KNOWLEDGE, SKILLS, AND ABILITIES:**

- Individual must be results-focused, self motivated, and possess strong interpersonal skills in order to build effective, lasting relationships among key decision makers and therapists.
- Individual must conduct themselves in a diplomatic and tactful manner with professionals and non-professionals at all levels.
- Demonstrate the ability to effectively communicate, problem solve, and adapt to a fast changing environment with ease.
- Possess a dedication to teamwork and commitment to excellence.
- Possess a talent for quickly mastering technology.
- Able to travel 75-80%.

**CONTACT:**                    **Submit resume to [careers@bioness.com](mailto:careers@bioness.com)**