

**PHASE 2 MEDICAL
CONTRACT MANUFACTURING**

POSITION DESCRIPTION – SALES EXECUTIVE

Phase 2 Medical is a leading contract manufacturer for the Medical Device industry. Phase 2 has experienced steady growth over the last decade and is building an organization that will ensure this growth into the future. We are looking for an energetic, experienced, and self motivated Sales person with a minimum of four years of solution selling. The ideal candidate will have experience selling contract manufacturing services into the medical industry.

The position will report to the CEO. For additional information, please visit our website at <http://www.phase2medical.com>. Resumes can be sent directly to jobs@phase2medical.com.

Responsibilities:

- Creating new business opportunities (Approx. 85%) and expanding sales of existing accounts (Approx. 15%) to meet sales goals
- Follow sales processes, utilizing CRM and proactively communicating internally and externally
- Superior communications (internally and externally)
- Understanding of customer requirements and identifying how Phase2 can provide solutions to those requirements.
- Capable of working on his or her own, and not afraid to ask for help/support when needed
- Developing and managing regular sales forecasts based on quota and territory
- Create and execute on sales plan

Requirements:

- This candidate has a strong and successful history of providing contract manufacturing solutions to medical manufacturers, and has an understanding of materials, engineering issues and the manufacturing process.
- Minimum four years sales experience, preferably into the medical device market
- Must demonstrate the ability to acquire, understand, and easily use technical information and problem solving techniques
- Must be self-motivated, driven to succeed and results-oriented
- Excellent verbal and written communications
- Must be capable of working independently and as part of a customer-focused team dedicated to maximizing sales through the development of new business and the servicing of existing customers
- Experience with contact management and CRM software is helpful.

Compensation:

Competitive base salary, plus our Sales Managers have tremendous upside potential through commissions. Our benefits include medical/dental/vision benefits, disability & life insurance, and a 401K plan.