



## Territory Manager

Keir Surgical is a Vancouver-based company that has been in business since 1923. Our mission is to be Canada's premier surgical products company, through a strong commitment to our customers, employees and products, pride in being Canadian, and adherence to a solid business strategy. We are seeking a Territory Manager for full-time employment based in Eastern Ontario. This position is immediately available.

The Territory Manager will have the following responsibilities:

- Strategically manage a large territory which will require regular travel, including 2-3 days in a hotel each month
- Make hospital and private clinic visits regularly to customers throughout Northern Ontario and Eastern Ontario.
- Set territory goals and develop action plans to meet growth objectives
- Protect existing business and seek opportunities to grow the territory using innovative sales and marketing techniques
- Negotiate pricing effectively while balancing a variety of conflicting interests
- Introduce new products and detail existing products with confidence
- Develop and maintain strong professional relationships with customers
- Follow up on customer inquiries quickly and to the customer's satisfaction
- Contribute positively to the sales team through conference calls and regular communication
- Complete sales reports in a timely manner and respond quickly to head office requests
- Maintain sample inventory in good condition and track its movement accurately
- Educate oneself on material pertaining to the position, products, and industry
- Manage expenses appropriately making effort to reduce extraneous costs
- Conduct oneself and represent Keir Surgical ethically and professionally at all times

Suitable candidates will possess the following skills and experience:

- 5+ years of related experience in outside sales, preferably in the medical/surgical industry
- Fluent in English and French, with excellent verbal and written communication skills
- Entrepreneurial attitude and a focus on customer service
- Ability to manage multiple projects and meet deadlines
- Proficiency in Microsoft Office Suite

We offer a competitive remuneration program and benefits. Income will be comprised of a base salary, commission and bonus. Please send cover letter and resume to [ccarrigue@keirsurgical.com](mailto:ccarrigue@keirsurgical.com). Only short-listed candidates will be contacted. No phone inquiries please.

Date Posted: January 2, 2019