

Recon/Trauma Sales Associate, primarily responsible for:

- Support surgeries with Stryker Trauma products to ensure all products are available for surgeon use in each case.
- Work with sales teams, callback customers as necessary to identify sales opportunities and customer service activities
- Identify the needs of new prospects and, with the Sales Representative, develop appropriate responses
- Assist in developing responses to Requests for Quotes and in creating proposal presentations
- Perform field calls for the account and assigned territory
- Cross-sell additional products as they become available
- Implement new sales plans and effective marketing strategies to position the organization competitively
- Assist the Sales Representative in meeting and exceeding business targets (quotas)
- Serve as the primary backup contact for Sales Representatives
- Acquire a basic understanding of the field to include regulatory compliance issues
- Consistently support compliance and the principles of responsibility (AdvaMed) by maintaining the privacy and confidentiality of information, protecting the assets of the organization, acting with ethics and integrity, reporting non compliance, and adhering to applicable federal, state and local laws and regulations, accreditation and licenser requirements, and Company's policies and procedures
- Assist in the resolution of any problems that arise on the account
- Maintain training in sales skills and products
- Remain current on industry, customer, and competitive trends