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# Example of Medical Device Sales Representative Job Description

Our growing company is searching for experienced candidates for the position of medical device sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for medical device sales representative

* Participate in tradeshows, educational offerings and other customer training and showcase events
* Attend and generate sales at various Trade / Sales shows events at the instruction or direction of the Regional Sales Manager and / or Country Manager, Canada and / or President
* Responsible for achieving territory quota, new product launches and increasing sales within the assigned territory
* Develops new prospects and interacts with existing customers to sell endodontic products and/or services
* Develops and implements a monthly sales business plan for the territory to drive business strategies and develop strong relationships with a customer base
* Maintains high retention rate of customer base through the delivery of outstanding service and through effective analysis of the business needs of the customer
* Inputs all call and sales activity into the CRM and utilizes that information to target high opportunities daily
* Ability to influence and persuade decision makers to a better solution
* Continued and consistent track record of quota performance
* Attainment of sales/market share objectives

## Qualifications for medical device sales representative

* Capturing and maintaining customer profile data, including data to support and update buying behavior characteristics
* Experience in health care industry sales
* Experience working with discharge planners and case managers
* Achieve financial and strategic goals from assigned customers
* Cpletingrequiredcorporateandregionreportswithindesignatedtiefraes
* Capturingandaintainingcstoerprofiledata,incluingdatatosupportandupdatebuyingbehaviorcharacteristics