



## Example of Territory Associate Job Description

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Our growing company is looking for a territory associate. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

### Responsibilities for territory associate

- Timely submission of Expense Reports, Cash Advance Liquidation
- Proper maintenance and upkeep of assigned company car and equipments (phone)
- Safeguard and update documents issued by the company such as Control Book, Green Book, POP book, Dealer Business Plans, Price List, Customer Profile, and others
- Learn and participate in all TM activities (strategic planning, forecasting, resource coordination, reports)
- Learn all account or sales administration responsibilities (reports, launch process, reporting, trend analysis)
- Monitor district market trend (account requirement, competitor's condition, price, ) and timely report to supervisor
- Develop, coordinate and implement a sales plan for the assigned territory
- Achieve specific performance goals regarding sales calls, sales forecast and territory growth at mutually agreed upon
- Complete intensive training program to become more technically proficient in all aspects of the RespirTech product line with in a pre-determined length of time
- Perform product demonstrations and in-services to physicians and other clinical personnel in individual, small and large groups

### Qualifications for territory associate

- Is looking for a long term opportunity with an established company (40+ years) that is a leader in all product categories
- Is someone who has previous medical device experience and/or medical sales OR is an RN, X-Ray Tech, or a Surgical Technician with a strong foothold clinically and has a sales aptitude
- Is looking for an opportunity where their career can grow within the organization
- Knows the discipline that it takes to exceed goals and be the best at what they do
- Is looking to join a world class organization and be a part of emerging technology in regenerative medicine
- Bachelor's degree or, equivalent of education and experience sufficient to successfully perform the essential functions of the job may be considered