



## ***Sales Manager – Fall River MA or Olive Branch MS***

### **COMPANY INFORMATION**

Millstone Medical Outsourcing, a leading provider of customized solutions to the medical device industry is experiencing tremendous growth! Millstone Medical Outsourcing's business focus is sterile and non-sterile packaging of medical devices. Millstone also engages in other critical services, such as mechanical inspection, ultrasonic cleaning, passivation, and assembly, which are designed to meet the outsourcing requirements of medical device manufacturers seeking to reduce costs while maintaining high levels of quality, accuracy and timeliness. Millstone Medical Outsourcing is FDA and ISO 13485 registered and employs a detailed internal quality system to ensure compliance.

We are currently looking for a Sales Manager at either our Fall River MA or Olive Branch MS location to join our team. Job duties for this position are as follows:

### **JOB DESCRIPTION**

- Oversee and help drive a team of sales representatives that maximize sales revenues, attain corporate objectives and exceed sales goals.
- Foster relationships with key stakeholders to finalize the sale of the service(s) and become the client's key point of contact.
- Forecast annual, quarterly, and monthly sales revenue streams accurately. Identify, develop, and implement effective sales plans and strategies. Develop specific revenue plans for sales teams as needed to ensure growth in all products/services targeted by the organization.
- Provide coaching and mentoring of sales team.
- The individual in this position will work with Program Managers, various clients and must meet the specific requirements of each unique, individual client



## SKILLS REQUIRED

- BA/BS degree or equivalent relevant experience
- Proven track record of leading sales in the medical device market (preferred)
- Demonstrated success leading and managing a sales team and exceeding team quotas
- Strong sales, recruiting, leadership, organization, planning and prioritization
- Results oriented with multiple years of meeting or exceeding quota
- Good interpersonal skills to align and foster positive working relationships across the organization (internal and external)
- Ability to develop and critically analyze a sales pipeline and forecast
- Excellent verbal and written communication skills
- Experience managing/drafting new and existing contracts
- Experience working with pricing models
- Experience with salesforce.com a plus
- Must be proficient with Microsoft applications
- High attention to detail and the ability to work in a team environment
- Ability to multitask and complete work independently is crucial
- Excellent problem-solving and decision-making skills are needed
- Excellent written and oral communication skills
- Willingness and ability to travel to meet with new/existing customers

## FOR ADDITIONAL INFORMATION

Millstone Medical Outsourcing offers a competitive salary, health, dental and vision benefits, 401(k) with company match and a warm, friendly working environment. To learn more about Millstone Medical Outsourcing's opportunities, visit us online at [www.millstonemedical.com](http://www.millstonemedical.com). Please forward a copy of your resume and salary requirements in confidence to [hr@millstonemedical.com](mailto:hr@millstonemedical.com).