



Technical Sales Leadership Development Program

COMPANY INFORMATION

Millstone Medical Outsourcing, headquartered in Fall River, MA is a fast-growing company in need of motivated high energy individuals to assist in the expansion of its Fall River, MA facility. Caring for patients and prioritizing patient safety is what drives the people of Millstone Medical to develop innovative new solutions and to grow advanced service offerings for the industry leading fortune 500 medical device companies. The candidate selected for this position will have the opportunity to interface with leadership teams across the top ten medical device manufacturers in the space, while also working directly with Millstone's executive team to support new customer development and business growth. If you are ambitious and have the talent and desire to make an impact in the medical device industry, Millstone Medical has the career paths to make that happen.

Millstone Medical Outsourcing's business focus is on technical services and engineering support for highly regulated implant grade Medical Devices. Millstone Medical Outsourcing provides the top medical device companies in the industry with sophisticated mechanical inspection, ultrasonic cleaning, sterile and non-sterile packaging and several other services designed to meet the outsourcing requirements of medical device manufacturers 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.

The ideal candidate for this opportunity will be a self-motivated, well organized individual with excellent computer and interpersonal skills looking to excel in sales and business development. The responsibilities include providing operational support to the sales team including order processing/entry, price quotations, information input and analysis, RFP responses, and following up on leads. The ideal candidate may also have a technical background in engineering, or experience working with medical devices or sterile packaging, but this is not required for the job.

More detailed responsibilities are as follows:

Responsibility/Expectations:

- Respond to incoming calls and develop relationships with industry leading medical device manufacturers
- Follow up on leads by directly engaging with clients and Millstone's leadership team.
- Accurately prepares statement of work documents which defines project-specific activities, deliverables and their respective timelines on boarding new medical device programs.
- Deliver timely and high quality oral and written communications with customers, vendors, and sales team as it relates to quotations and orders.
- Utilizing advanced Microsoft capabilities, produce and analyze detailed reporting to present to the sales team and executive management team.

Qualifications:

- Bachelor's Degree in Engineering or Business Management
- Mechanical/Technical capabilities with the ability to comprehend medical device drawings and specifications
- Use of logic to analyze financial/Business development reports and present findings
- High attention to detail and quality critical mindset
- Process oriented
- Excellent communication and interpersonal skills with the ability to develop and maintain a high level of customer service and strong customer relationships
- Ability to multitask and complete work independently
- Project management skills preferred
- Proficient Microsoft Office (specifically Excel) skills – Advanced level preferred
- Technical sales environment experience preferred



For Additional Information:

Millstone Medical Outsourcing offers a competitive salary, health, dental and vision benefits beginning on the first day of employment and 401K with company match. Other benefits include paid vacation, paid sick time, holiday pay and voluntary benefits in addition to an employee-centric work environment. To learn more about Millstone Medical Outsourcing's opportunities, visit us online at www.millstonemedical.com. If interested, please forward resume to hr@millstonemedical.com.

Millstone Medical Outsourcing provides equal employment opportunity to all applicants and employees. No person is to be discriminated against in any aspect of the employment relationship due to race, religion, color, sex, age, national origin, ancestry, disability, sexual orientation, gender identity, genetic information, citizenship status, marital status, pregnancy, veteran status or any other status protected by applicable federal, state, or local law.