



Job Title: Key Account Manager
Department: Sales & Marketing
Reports To: V.P. Sales & Marketing

SUMMARY

Due to company growth Biologica Technologies is looking to strengthen its national sales organization. Working in conjunction with the Sales and Marketing team, the Key Account Manager will be responsible for supporting marketing, educational, and sales initiatives.

- Develop, schedule and execute focused downstream sales/marketing activities to achieve corporate Management by Objectives (MBOs)
- Assist in the development of product roll-out plans, marketing tools, sales training, key customer presentations, problem solving, and issue resolution.
- Work with VP and Director of Sales on:
 1. GPO and Hospital applications and pricing initiatives.
 2. Identify strategic customers for influential/key opinion leaders and advisor input.
 3. Develop and maintain partnerships with independent sales distributors.
 4. Clinical Study site development
- Attend medical and industry conventions to staff company booth(s), meet with HCPs to obtain voice of the customer (VOC), expand knowledge of competitive products and positioning, and stay current with developments in the field.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

QUALIFICATIONS:

- Bachelors degree in a related field; advanced degree in technical/clinical or business preferred
- At least four years' experience in sales, marketing, training or a related function in the medical device industry. **Orthobiologics experience is a must.**
- Proven analytical, financial and organizational skills.
- PC proficiency in Salesforce, Outlook, Word, Excel and PowerPoint
- Ability to thrive in fast-paced environment where change is the only constant
- Team player with extensive experience in working in cross-functional teams
- Demonstrated analytical skills, attention to detail, and excellent communication skills

ADDITIONAL INFORMATION:

- Must be able to occasionally travel/work on weekends
- Travel Percentage: 35% - 60%