



Regional Sales Manager

Location: Northeast US (Remote)

COMPANY OVERVIEW

BVI® is refocusing the future of vision.

As one of the fastest-growing, diversified surgical ophthalmic businesses in the world, our purpose-built portfolio spans more than 115 countries. We've set our sights on touching the lives of millions of patients affected by conditions such as cataracts, refractive error, glaucoma, retinal disease, and dry eye.

Unburdened by legacy or bureaucracy, we have developed our strategy around a simple concept — taking pride in delivering innovative solutions for our physicians and patients, based on their needs. We trust and empower our associates to make decisions and solve problems because collaboration drives us. Valuing agility, simplicity, and transparency, we stay committed to listening to our customers, delivering for our patients, and keeping the future in focus.

PURPOSE

As a key member of the US Commercial Leadership team, the Regional Sales Manager is responsible for attaining the sales and profitable goals in line with US regional objectives. The sales goals include direct territory sales, and OEM sales in the region, including management of all sales activities and implementation of sales programs within the Company's strategic plan. The Regional Sales Manager will work closely with the assigned Territory Managers in the field coaching, leading, and driving sales performance. It is expected that the Regional Sales Manager will develop key relationships with top accounts and KOL advisor surgeons within each territory.

RESPONSIBILITIES

- Drives revenue, budgets, quota, margins, and executing the overall sales plan in assigned region.
- Manages operations of the region including T&E, Expenses, compensation details, pricing approvals, and any financial impacts, risks, and benefits to the business assigned.
- Fully accountable to assigned budget/quota as a roll up to the P&L.



- Develops and drives regional strategy and execution of operation plans in order to perform against revenue plan
- Manages team in accordance with organization's policies and applicable regulations. Responsibilities include planning, assigning, and directing work; appraising performance and guiding professional development; rewarding and disciplining employees; addressing employee relations issues and resolving problems. Approves actions on human resources matters
- Responsible for driving a positive culture, driving rep and manager retention, and creating synergies that drive execution and accountability
- Works collaboratively with US Training team, and Field Sales Trainers to ensure all reps and managers are fully trained and capable with every tool and resource necessary to hit revenue and budget targets.
- Participates in national and global ophthalmic industry meetings. Will be a key contributor to all management team meetings as part of the Commercial team, where being a key contributor is the expectation.
- Other duties as required

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Knowledge of Microsoft Office's suite of products, including Outlook, Word, Excel, SharePoint, and Teams.
- Expert in consultative selling
- Excellent communication skills, both written and verbal. Can clearly convey sales messages across a variety of key stakeholders, including surgeons, office, and surgical staff.
- Ability to analyze sales reporting and data to make well informed decisions on territory strategy and customer engagement.
- Ability to establish and maintain effective working relationships with coworkers, managers and customers.
- Ability to resolve complex issues with a high degree of initiative.
- Ability to manage multiple priorities simultaneously
- Self-starter with the ability to plan and manage time to achieve desired results
- Works with a high sense of urgency to meet and exceed company and customer expectations.



MINIMUM REQUIRED EDUCATION AND EXPERIENCE

- Bachelor's degree in business, life sciences, or related field and 5 years relevant experience; or equivalent combination of education, training and experience
- 3 years' sales management experience in a supervisory role with documented budget attainment. Recruiting, hiring, training, working in the field and OR with reps and surgeons a must. Capital and consumable med device experience preferred.

PHYSICAL REQUIREMENTS

- Ability to drive a car
- Use a laptop
- Use a telephone and other mobile devices
- Stand or walk for a least 2 hours at a time
- Lift up to 20lbs
- May require frequent and overnight travel

Interested? Submit a cover letter and C.V.
to TalentAcquisition@bvimedical.com



BVI is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.

The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Important notice to Employment businesses/ Agencies

BVI does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact BVI's human resources department to obtain prior written authorization before referring any candidates to BVI. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and BVI. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of BVI. BVI shall therefore not be liable for any fees arising from such actions or any fees arising from any referrals by employment businesses/agencies in respect of the vacancies posted on this site.