



## Territory Sales Manager – Ireland

Location: Ireland

### 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

The candidate will be responsible for reaching Sales targets with the Ophthalmic Portfolio in Ireland covering the Dublin and Northern Ireland Territory. Managing an existing product portfolio across an already established customer base, the role will involve working closely with Consultant Ophthalmic Surgeons, Clinical Nurse Managers and Purchasing officials in order to achieve territory sales objectives. Along with sales, the candidate will be required to provide in theatre support, advice and training for Healthcare Professionals where appropriate.



## **RESPONSIBILITIES**

- Proactive sales territory planning to meet and exceed sales targets.
- Manage the sales process from start to finish ensuring that all key stakeholders are involved
- Assess healthcare practitioners and hospital procurement professionals needs and present suitable products in order to develop the business.
- Promote the full range of BVI products and embraces a cross selling culture by acquiring complete in-depth knowledge of dedicated BVI product ranges and competitive products in addition to a complete knowledge of ophthalmic surgery
- Understand the market and share knowledge with the other colleagues in the sales team.
- Clinical staff training and support.
- Work with the rest of the Sales Team to develop and implement product strategies.
- Attendance to sales meetings, training sessions and trade exhibitions.
- Keep detailed CRM records and manage consignment stock.
- Manage budgets for catering and hospitality on territory.
- Work closely with Marketing, Sales Support and Customer Service team to achieve results.

## **REQUIRED KNOWLEDGE, SKILLS AND ABILITIES**

- Analysis of sales and the use of modern software tools to manipulate and understand sales data.
- Highly organized and self-motivated.
- Driven by results an excellent problem solving skills
- Fantastic communication and interpersonal skills.
- Theatre experience and knowledge.
- Ability to establish and maintain effective working relationships with coworkers, managers and clients.
- Good knowledge of IT and computer skills
- Full, clean drivers licence.



### **MINIMUM REQUIRED EDUCATION AND EXPERIENCE**

- 2 years Commercial, Clinical or Scientific background, ideally in the field of ophthalmology.
- Bachelors Degree in Business of Scientific Subject
- Sales experience in a Hospital setting.
- Experience of consultative selling to maintain the company's professionalism and integrity whilst ensuring time is spent on the areas that will offer most likely yields for oneself.

Interested? Submit a **cover letter** and **C.V.**  
to [TalentAcquisition@bvimedical.com](mailto:TalentAcquisition@bvimedical.com)



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*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.*

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