

Established in 2005, Unisurge is a trusted manufacturer and supplier of custom procedure packs, dressing packs, medical disposable and theatre products for health care professionals.

Unisurge also offers a broad range of sterile drapes, gowns and supplementary operating theatre products. The contents of each of our packs have been practitioner specified to meet the requirements of all modern surgical procedures.

One of the largest custom built Ethylene Oxide sterilisation chambers in Europe gives Unisurge the ability to deliver unrivalled sterility for all our products ensuring a reduction in site infections and fluid contamination for the patients and medical staff that we are proud to serve.

Technology and innovation is at the heart of everything in the business with rigorous recycling and sustainability practices and one of the largest solar electric provisions in the county.

Linked to a significant investment in Information Technology, we provide a proven and trusted distribution network. Unisurge also maintains its own fleet of delivery vehicles and is able to guarantee that sterile packs arrive at their destination on time and in optimum condition.

Surgical teams can be confident that all the necessary components for a procedure will be supplied, to their specification, in a sterile pack, ready for immediate use.

Job Description

Job Title - Territory Manager

As a Territory Manager, you will be assigned a geographical region and be expected to manage the day-to-day business within the hospitals on that region -

- Achieving account-level sales and growth objectives.
- Driving the Unisurge product portfolio, according to the planned product mix objectives.
- Developing and managing favourable relationships with key decision makers (buyers, end users, store keepers etc).
- Improving product and business knowledge and supporting customers.
- Supporting clinical trials and product testing.
- Participating in customer events (audit days, workshops, etc.) when required.
- Developing a territory sales plan to prioritise account calls, activities, growth and usage.

Your Skills And Expertise

The successful candidate will be a sales professional with experience of working to targets as part of a team and / or individually. Additionally, the candidate must have the ability to interact successfully with the customer and to sell, manage forecasts and support internal members of the Unisurge team.

Experience

- Sales experience within the medical industry preferred but not essential
- Proven sales experience is essential

Personal Characteristics

- Enthusiastic and highly motivated
- Caring personality
- Very good relationship building skills
- Team player with strong inter-personal skills
- Highly effective influencing skills
- Excellent presentation and education skills, both oral and written
- Ability to deal effectively in all business relationships while projecting a positive image of the company

Role Location - Field based

Ideal candidate location - Candidate must live on territory (as stated)

Salary - £35,000 - £50,000 depending on experience and skills

Car – Company Car Scheme is available

Commission – Sales Incentive Plan available