

Interested Parties should contact:
Keith Ryan kryan@geneousbiomedical.com
508 359 4120



Position US BUSINESS DEVELOPMENT DIRECTOR
Reports to: Chief Executive Officer
Location East Coast - US

KEY RESPONSIBILITIES:

1. Build direct relationships with US OEMs and Distributors key to product strategies.
2. Gather and share insight on the OEMs' product roadmaps and launch timings.
3. Support Sales & Marketing Director in negotiation of key sales contracts.
4. Manage selected distributors to optimize outcomes and deliver agreed sales plans.
5. Build and maintain a selective network of surgeons and other relevant specialists.
6. Keep Key Opinion Leaders on board to lead US studies and conference presentations.
7. Coordinate training of US surgeons on new products and elicit feedback on design modifications for development of future versions.
8. Communicate US market needs internally and facilitate the generation of marketing strategy.
9. Input from US perspective into overall corporate development of customer value propositions.
10. Engage key decision makers in OEMs to work with internal colleagues in developing design briefs.
11. Work with the Technical Product Support team to facilitate US clinical data and reports.
12. Maintain detailed and reliable statistics on market size for each product and market trends.
13. Align promotion of products for US launch, working with Marketing, managing to budget.
14. Undertake any other duties as may be requested by the CEO.

Key Relationships: Sales & Marketing Director, Development Director, Compliance Director
Essential Experience, Knowledge and Qualifications

- Previous orthopedic medical device sales experience.
- Proven sales success including generating new leads and closing deals over USD1m
- Experience of launching products into new geographical areas
- Technical knowledge to communicate with Research and Development departments.
- Proven commercial acumen

Desirable Experience, Knowledge and Qualifications

- In depth knowledge of the US sports medicine market.
- Knowledge of US regulatory requirements relating to implantable medical devices.
- MBA or similar level of marketing qualification.
- Degree in life science discipline, engineering, science or marketing.

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Essential Skills and Behaviors

- Excellent sales skills including the ability to open doors, generate leads and convert them.
- Excellent communication skills to enable effective liaison with OEMs, distributors, surgeons and Key Opinion Leaders, including being an effective listener.
- Ability to maintain effective and constructive working relationships with colleagues in UK
- Able to think and express yourself clearly and logically when dealing with complex topics
- Strong presentation skills and the ability to train other colleagues involved in sales pitches
- Excellent interpersonal skills.
- Excellent organizational skills
- Business acumen to understand client value drivers and translate them into sales opportunities
- Ability to take initiative and consistently work to deadlines.
- Self-motivated with drive and ability to work independently and unsupervised.
- Positive reputation in the market
- Full US driving license.
- Able and willing to travel extensively throughout the US and to the UK and aware of impact on personal life.

Values

- Integrity
- Quality
- Flexibility
- Creativity
- Respect

As a senior manager in the organization, you will need to lead by example, taking appropriate and timely actions to ensure that all the company's values are upheld.