

## **Account/Territory/Region Manager**

NeuroMetrix sells its products directly in sales regions located throughout the country. Sales positions with the company offer an exciting opportunity to work for a diversified neurotechnology company in a growth area in the Medical Device industry. To be considered for a sales position, please send your resume with a cover letter to [hr@neurometrix.com](mailto:hr@neurometrix.com).

NeuroMetrix (Waltham, MA) is a publicly traded medical device company that is establishing and expanding standards of care through the design, development and sale of proprietary products used to help physicians diagnose and treat neuropathies. Neuropathies are diseases of the peripheral nerves and parts of the spine that frequently are caused by or associated with diabetes, low back pain and carpal tunnel syndrome, as well as other clinical disorders. NeuroMetrix recently launched the ADVANCE System, which is an FDA-approved EMG system. The ADVANCE is a highly compact, comprehensive platform that represents a true innovation in EMG testing, with sophisticated software and functionality that enables specialists to perform their studies more efficiently. The NC-stat System, the Company's initial neuropathy diagnostic system, has been on the market for seven years and is used in over 5,000 physician offices and clinics in the United States across multiple medical specialties. The NC-stat and newly introduced ADVANCE System provide physicians with immediate clinical data to advance their diagnosis and ultimately accelerate patient therapy. For more information about the company and technology, please visit our website at <http://www.neurometrix.com/>.

### **Position Overview**

- Report to Area Director of Sales
- Call on Physician Office Market Across Multiple Specialties
- Pure Medical Sales Position – No Buying Groups or Committees, No Prolonged Sales Cycles
- Dynamic, Innovative Company Provides Corresponding Career & Growth Opportunities

### **Key Requirements**

1. **Key Sales Attributes:**
  - Documented Top Performer & Award Winner
  - Strong Ability to Present Concisely & Close Physicians
  - Practice Consultant Building Utilization Across Growing Base of Accounts
2. **Related Medical Device Industry Experience:**
  - Large & Small Company Experience
  - 1-3 Years Medical Device Selling Experience
    - 3-5 Years Pharmaceutical Experience Considered With Documentation of Proven, Consistent Top Performance (Top 10%, Awards Trips, President's Clubs, etc.)
  - Track Record of Changing Physician Practice
  - Selling to Physician Office is Beneficial Experience
  - Successful B2B Sales Experience is Beneficial
  - Medical Sales Experience & College Degree Required
3. **High Energy, Polished Professional:**
  - Must Thrive in a Fast-Paced Selling Environment
  - Proven Ability to Close Quickly
  - Ability to Continually Educate Physicians & Staff on Product Utilization
4. **Account & Region Management Skills:**
  - Excellent Scheduling & Routing Skills to Maximize Territory Coverage
  - Ability to Travel as Necessary Throughout Geographic Region
  - Excellent Organizational Skills to Maximize Personal Efficiency
  - Must Be Able to Adapt Sales Approach Across Diverse Physician Population