

# Israel Jobs Expertini®

**Account Specialist, CORTRAK Standard of Care (SOC) - Chicago, IL / Milwaukee, WI.**

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Company: Avanos

Location: Israel

Category: other-general

United States (US)

Here at Avanos Medical, we passionately believe in three things:

Making a difference in our products, services and offers, never ceasing to fight for groundbreaking solutions in everything we do;

Making a difference in how we work and collaborate, constantly nurturing our nimble culture of innovation;

Having an impact on the healthcare challenges we all face, and the lives of people and communities around the world.

At Avanos you will find an environment that strives to be independent and different, one that supports and inspires you to excel and to help change what medical devices can deliver, now and in the future.

Avanos is a medical device company focused on delivering clinically superior breakthrough solutions that will help patients get back to the things that matter. We are committed to creating the next generation of innovative healthcare solutions which will address our most important healthcare needs, such as reducing the use of opioids while helping patients move from surgery to recovery. Headquartered in Alpharetta, Georgia, we develop, manufacture and market recognized brands in more than 90 countries. Avanos Medical is traded on the New York Stock Exchange under the ticker symbol AVNS. For more information, visit .

**Position**CORTRAK Standard of Care (SOC) Account Specialist

**Geographic Area**Field Based/Remote - Covering Northern half of Illinois, Wisconsin,

Minnesota, North Dakota, South Dakota

**Nature & Scope:**

The CORTRAK Standard of Care (SOC) Account Specialist, is responsible for the positioning and selling of AVANOS Enteral Feeding related products within assigned facilities/departments. Specifically, CORTRAK nasogastric tubes and CORGRIP nasal secure devices in the Acute Care settings. Responsibilities include all technical (features, functions, benefits) and conceptual sales aspects of the CORTRAK and CORGRIP product portfolios including, but not limited to, the validation of AVANOS' cost/value proposition.

The CORTRAK (SOC) Account Specialist will work in conjunction with the Enteral Feeding Account Consultants and Region Sales Managers, to achieve Standard of Care (SOC) in every account, by leading the entire sales process from conception to execution to drive disposable/capital sales. The (SOC) Account Specialist will share the region's total quota for all SOC product categories.

**Target Market** Hospitals, C-Level, ICU physician and nurses, Nutrition, Risk Management.

The ideal candidate for the CORTRAK SOC Account Specialist position, will utilize personal skills, product, and clinical expertise, to execute and lead a set process established by the SOC Sales Director and VP of Sales. The CORTRAK SOC Account Specialist will be responsible for a continued demonstration of sales expertise of appropriate skills and functions that include but are not limited to product presentations, clinical presentations, product pricing, sales territory management, internal and external communication, accurate sales forecasting/reporting. This sale requires capital and disposable goals, multiple stakeholder identification and systematic process execution.

**Accountabilities:**

Lead collaborative implementation of sales activities to achieve CORTRAK Capital, disposables and CORGRIP SOC business objectives.

Active participation with the Director of SOC/Region Manager in the strategic and tactical planning process.

Forge strong relationships with Enteral Feeding Account Consultants and Clinical Education Specialists to support growth.

Create and maintain relationships with key physicians, nurses, clinicians, department decision makers and/or administrators within assigned accounts or markets.

Develop and implement strong business value selling skills.

Demonstrates an exceptional level of SOC product platforms and processes.

Effective utilization of company resources and specific analytics to meet objectives.

Collaborate with sales leadership, internal business partners/stakeholders and customers.

Effective utilization of AVANOS Enteral Feeding sales and marketing resources necessary to meet objectives.

**Minimum Qualifications :**

Bachelor's degree required.

3-5 years sales experience in either B2B, medical, pharma, bio-tech, or clinical roles

Proof of a successful and consistent track record. Results driven and assertive selling.

Demonstrates high impact communication and interpersonal skills.

Continued personal and professional growth and development, career path and development.

Strong collaboration skills and willingness to adapt to change in a team environment

**Preferred Qualifications:**

5 years of Medical Device Sales Experience

Capital and disposable sales experience

Consistent performance in the Top 10% of Sales Force. Previous President Club/Circle Award Winner

Experience in Enteral Feeding products and related disease states

Hospital Sales Experience

Position requires up to 50% overnight travel.

Strong strategic/business acumen skill sets.

**Join us at Avanos**

Join us and you can make a difference in our products, solutions and our culture. Most of

all, you can make a difference in the lives, people, and communities around the world.

### **Make your career count**

Our commitment to improving the health and wellbeing of others begins with our employees – through a comprehensive and competitive range of benefits. We provide more than just a salary – our Total Rewards package encompasses everything you receive as an employee; your pay, health care benefits, retirement plans and work/life benefits. Avanos offers a generous 401(k) employer match of 100% of each pretax dollar you contribute on the first 4% and 50% of the next 2% of pay contributed with immediate vesting.

benefits on day 1

uncapped sales commissions

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