

Sales Representative

Company Overview:

MIACH Orthopaedics, Inc. is a privately held company located in Westborough, Massachusetts, dedicated to developing bio-engineered surgical implants for connective tissue repair. The company's initial focus is on the Bridge-Enhanced® ACL Repair (BEAR®) technology as a viable alternative to conventional ACL reconstruction for patients who have sustained an ACL injury. The BEAR technology was pioneered by Martha Murray, M.D., at the Boston Children's Hospital Department of Orthopaedic Surgery with initial research funding provided by the NFL Players Association, Boston Children's Hospital, and the National Institutes of Health.

The BEAR implant is designed to help regenerate a patient's own ACL tissue. It does not require a second surgery to remove a healthy tendon from another part of the leg or using a deceased donor's tendon.

The physician simply inserts the BEAR implant between the torn ACL ends and injects a small amount of the patient's own blood in the implant during a minimally invasive arthroscopic procedure. The combination of the BEAR implant and the patient's blood enables the body to heal the torn ends of the ACL back together.

Clinical studies have demonstrated that the BEAR implant restores torn ACL quality and size similar to a patient's non-injured ACL. It is hoped that by providing more normal anatomy and function of the knee, a higher percentage of patients will be able to return to activities they enjoy.

Currently, the BEAR implant is an investigational device and is only available in FDA approved clinical trials.

Position Overview:

Reporting to the VP Sales and Marketing, the Sales Representative is responsible for ensuring the successful launch and adoption of the BEAR technology into the U.S. marketplace to support the overall commercial launch of the BEAR implant to achieve projected market adoption and revenue goals.

Duties/Responsibilities:

- Achieve all sales and revenue goals as established by the VP of Sales & Marketing
- Effectively message the benefits and value proposition of the BEAR implant to all stakeholders and customers
- Effectively train and in-service all staff and surgeons on the BEAR implant procedure
- Effectively proctor BEAR implant cases to support successful patient outcomes
- Provide the highest level of customer service to all customers and their facilities
- Maintain 100% of all sample and consigned inventory

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- Establish pricing and negotiate contracts with customers
 - Establish great working relationship with all internal Miach personnel & departments
 - Manage T&E budget wisely to ensure spending is within established annual budget
 - Complete all sales admin reports and other requirements within established timeline
 - Other duties as required

Education/Experience:

- BA or BS degree (4 year)
- Minimum 5-10 plus years of demonstrated high level of achievement and results in sales in medical device industry, preferably in orthopedics.
- Demonstrated track record of launching disruptive medical device technologies, managing large geographical territories, and proctoring cases in the OR
- Experience in orthopedics or sports surgery preferred

Requirements:

- Ability to 'roll-up' sleeves and do what it takes to get the job done
- Ability to develop relationships with key stakeholders across the organization and in sales territory
- Excellent written and verbal communication skills; ability to communicate at multiple levels of the organization and is effective in presenting their point of view
- Excellent analytical skills
- Self-starter with excellent time management skills
- Must have strong attention to detail and be highly organized
- Ability to travel up to 80%
- Unquestionable integrity
- Relentless work ethic
- Flexibility & Creativity
- High EQ
- Grit

Miach Orthopaedics actively recruits individuals with an entrepreneurial spirit and drive for excellence. We offer comprehensive benefits and competitive compensation packages. Miach is an equal opportunity employer and is committed to providing equal employment opportunities to all qualified candidates and employees.

Interested candidates should submit a cover letter and resume to our Human Resources Department at hr@miachortho.com. Please include the job title of the position you are applying for in the subject line. Please note that agency phone calls or submissions will not be accepted at this time.