

## Sales Manager

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Theralase is the foremost brand in a New Era of Cold Laser Technology. The Theralase Team proudly manufactures a state-of-the-art superpulsed cold laser system claiming efficacy to a full range of conditions including pain management, wound healing, dental treatments, veterinarian applications, smoking cessation, and anti-aging.

As a result of continued growth, we are looking for an accomplished Sales Manager to join our team. Your primary responsibilities are the following: Lead and mentor the Outside Sales Team, oversee the performance of international distribution channels and external sales representatives, create annual sales plans and present to senior staff, analyze and record department performance, build a network of affluent contacts (i.e. chief decision makers at large medical institutions), and increase sales!

The ideal candidate will have over 10 years experience in a sales management role. He/she will demonstrate professionalism, tenacity and have a talent for building relationships with chief decision makers. The ideal candidate will have a 'past performance' score card proving their ability to close deals and deliver results.

We expect our candidate to learn quickly, take the initiative to learn more by using internet resources and collaborate with team members.

Post-secondary education and +10 years of sales management experience required. Applicants must be bondable.

### Duties and Responsibilities:

- **Increase Sales!**
- Lead and mentor the Outside Sales Team
- Indirectly monitor international distributors and external sales reps
- Create annual sales plans and present to senior staff
- Analyze and record sales performance with requisite performance criteria.
- Generate new leads through web research, tradeshow, and networking
- Build a network of affluent contacts (i.e. chief decision makers at large medical institutions)
- Host weekly sales meetings and report activities to CEO

### Skills and Qualifications Required:

- +10 years of proven sales and management experience in the medical device sector
- Post-secondary education (college or university)
- Fully computer literate (Microsoft Office, Excel, Outlook, Word)
- Ability to learn and remain calm and focused under pressure
- Excellent communication skills oral and written
- Organized, self-disciplined and professional in demeanor
- Proven ability to increase sales!

### Compensation

Theralase offers a competitive compensation plan including a base salary plus commissions, and a comprehensive benefits package that includes extended health, dental, drug, disability, and more. Travel expenses are paid by the company..

### Questions about this position

If you have questions or comments about this position or our company feel free to contact us at [careers@theralase.com](mailto:careers@theralase.com); we will be happy to provide you with the information you need.

### How to Apply



Send resumes to:  
[careers@theralase.com](mailto:careers@theralase.com)

