

## Territory 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 laser system claiming efficacy for 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 a tenacious Territory Sales Manager to join our team. Your primary responsibilities are the following: call prospective healthcare practitioners and schedule appointments, conduct onsite product demonstrations, attend tradeshow and other networking events, prepare quotations, generate new opportunities through web research and networking, update our CRM tool with prospect/client information, and most importantly Close Deals!

The ideal candidate will have over 5 years experience in a similar role. He/she will demonstrate professionalism and have a passion for building professional relationships and providing solutions. 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 or equivalent work experience required. Applicants must be bondable.

### Duties and Responsibilities:

- **Close Deals!**
- Cold/warm call prospective healthcare practitioners and schedule appointments
- Visit prospective buyers and conduct onsite product demonstrations.
- Generate new leads through web research, tradeshow, and networking
- Prepare quotations and disseminate to prospective clients
- Research competitors and uncover new channels of opportunity
- Prepare and send information packages to prospective clients
- Record all prospect interactions in the CRM tool
- Report weekly sales activities to direct manager

### Skills and Qualifications Required:

- +5 years of proven, results-driven sales experience preferably in the medical device industry
- 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
- Ability to Close Deals!

### 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)

