

Verathon® - Sales Representative, International

Verathon® designs, manufactures and distributes reliable, state-of-the-art medical devices and services that offer a meaningful improvement in patient care to the health care community. Verathon® was ranked among the fastest growing technology companies in Washington State in Deloitte's prestigious "Technology Fast 50" program in 2002, 2005, 2006, 2007 and 2008. Verathon was voted one of Washington's Best Companies to Work For in 2007, 2008 and 2009. The company is headquartered in Bothell, Washington.

General Summary:

This position, based at Verathon's Bothell, WA, headquarters in our Global Sales Department, is responsible for implementation of sales and business development activities in assigned non-USA territories and accounts within North/South America.

Principal Duties:

- Achieve assigned revenue targets via direct and distributor sales channels in assigned territories
- Work directly with major accounts and physicians to close sales
- Provide product demonstrations and after-sales training and support
- Coordinate with international department staff and in-country distributors to develop and implement marketing materials and communications appropriate to the assigned regions
- Recruitment and training of new distributors
- 50% travel may be required in some months to attend various trade shows and distributor sales meetings.
- Document all travel with detailed reports
- Provide monthly forecast for assigned territories
- Utilize company CRM software (Onyx) for all accounts
- Effectively manage business expenses as they relate to travel and other duties
- Other duties and projects, as assigned

Knowledge, Skills, and Abilities:

- Bachelors Degree required, MBA a plus
- International sales and distributor/channel experience preferred.
- Medical device industry experience required, with background in sales to emergency medicine, cardiology or anesthesiology strongly preferred
- Capital equipment sales experience preferred
- Teaching/training experience is a plus
- Exposure to international regulatory affairs processes and requirements for medical devices preferred
- Excellent written and verbal communication skills required.
- Ability to handle multiple projects and meets deadlines in a timely manner.
- Demonstrate administrative, organizational, and people management skills.
- Computer literate with common applications.
- Fluency in English required, additional languages (Spanish, Portuguese, French) required
- Knowledge of US Export Compliance, US FCPA and other applicable international laws
- Ability to lift up to 50 lbs.

Verathon® offers competitive compensation and a complete benefits package to full-time employees including medical, dental, short-term/long-term disability, life insurance, flexible spending and 401k as well as the advantages of an environment that supports your development and recognizes your achievements. To apply for this position, please send your resume and cover letter to careers@verathon.com.

Verathon® is an equal opportunity employer and strongly supports diversity in the workplace. We believe that diverse ideas, opinions and perspectives will build a strong foundation for success.