

Join the Endoscopic Spine Experts



joimax® is the leading and developing company of endoscopic minimally invasive spinal surgery. We have a great opportunity for a qualified candidate to join the USA team:

Sales Representative – Midwest Region

Achieve the national sales and product mix budget through direct sales efforts, lead follow up and represent joimax® and its products in a positive and professional manner to health care professionals (HCP) at all times. Support the adoption and use of joimax® techniques and products by surgeons, hospitals, and ambulatory surgery centers through education and training. Coordinate and support cadaver training labs & workshops, support surgeons during evaluations and first cases with joimax® products and assist with providing clinical and product training to joimax® sales managers and distributor sales teams.

Essential Job Duties & Responsibilities:

- Work with regional sales management to achieve monthly, quarterly and annual sales goals for your assigned territory.
- Identify opportunities within current and new customer base; develop and implement sales strategies to drive business growth and account penetration to include hospitals, surgery centers and physician offices as appropriate.
- Effective interpersonal interactions, both within the practice staff and physician individually.
- Develop strong relationships with physicians through clinical knowledge of procedures and products.
- Track all sales activities in company CRM system and keep current by updating account information regularly.
- Where applicable, assist in the management of complications at assigned accounts.
- Proactively communicate on a weekly basis; provide regular updates on accounts, and customer situations.
- Coordinate with other team members and departments to optimize the sales effort.
- Ensure maximum coverage of all accounts within territory geographic areas to maintain optimum level of exposure, effective time management and territory coverage efficiency.
- Effectively manage expenses to drive business growth and adhere to company policies and procedures.
- Monitors key market trends and competitive market information and informs sales management of relevant data/changes.
- Ability to work a flexible schedule with significant overnight travel required.

Do you have the ambition, to significantly contribute to the innovative character of joimax®; to collaborate on the success with their great readiness to take ownership as well as your entrepreneurial acting and thinking?

Then, please, send your resume, via email:

joimax®, Inc.

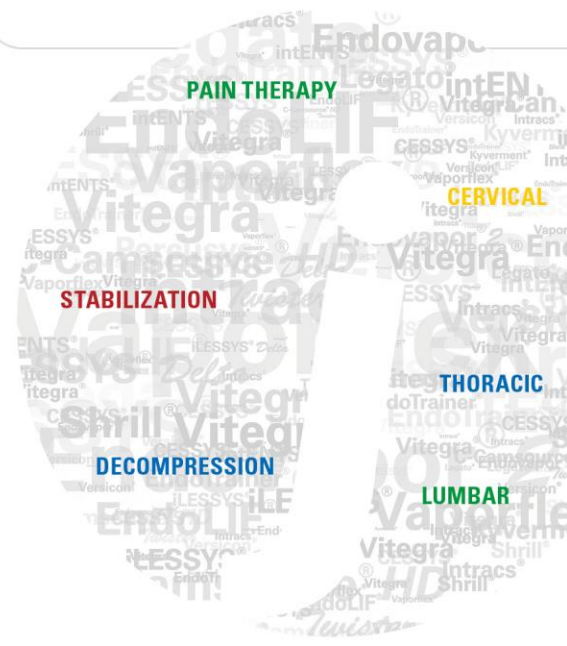
Kayla Yang | HR Manager

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Skills and Qualifications (minimum requirement):

- BS/BA degree from accredited college/university a degree in medical or life sciences preferred.
- Min 5 years medical device industry experience, plus min 3 years-experience working in an operating room setting, representation of surgical products in an operating room setting, or experience in spine and/or capital equipment.
- Computer skills: prepare spreadsheets and documents to support territory and planning, and record keeping.
- Ability to communicate joimax® information in a clear, concise manner to the sales team and customers.
- Handle and resolve employee and/or customer issues in a timely and professional manner.
- Establish priorities, work independently, and proceed with objectives with minimal direct supervision.
- Promote and propagate a strong "customer first" attitude.
- Ability to stay focus from home office environment when not traveling.
- Ability to work a flexible schedule with significant overnight travel required.

Physical Requirements:

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this position, but they are not an exhaustive list of all the required responsibilities and skills of this position. The physical demands described are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Benefits:

- Competitive salary
- Medical/Dental/Vision
- 401(K) plan and company match up to 4%
- Vacation/Sick/Floater Holiday/Company Holidays
- Start-up atmosphere in a steady growing company with a great team. We work hard but have a lot of fun!

Pre-Employment Screening:

It is Joimax®, Inc. policy to require drug screen and background check for all new hires.

EEO Statement:

It is the policy of Joimax® to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. In addition, joimax will provide reasonable accommodations for qualified individuals with disabilities.