



## Job Advert

### Area Sales Manager - Orthotics South & South-West



Thuasne is a globally recognised creator, manufacturer and distributor of wearable medical devices, including braces, supports and medical garments. Thuasne provides 'wings for your health' by elevating each person's active involvement in their own health and medical care. The company has been family owned since 1847 and is the market leader in France.

We are looking for a clinically qualified candidate with a background in medical science. Ideally we are looking for an orthotist or physiotherapist.

Your customer base will be:

- NHS Hospitals
- Orthotists & Surgical Appliance Officers
- Orthopaedic Surgeons
- Plaster Rooms
- Procurement Departments
- Private Hospitals
- Independent Clinics

South & South-West England

The role involves identifying potential accounts and building relationships to present the Thuasne range of products. To be considered for the role you would meet the following criteria:

#### **Job Specification:**

A dynamic and results-driven Medical Devices Sales Representative, In this role, you will be responsible for promoting and selling our innovative medical devices to healthcare professionals, hospitals, clinics, and other medical institutions. You will build strong relationships with clients, understand their needs, and provide solutions that improve patient care and outcomes. Have a deep understanding of medical devices and a passion for sales.

#### **Key Responsibilities:**

Sales and Business Development:

- Identify new business opportunities and generate leads through prospecting, cold calling, networking, and attending industry events.
- Present and demonstrate the company's medical devices to healthcare professionals, ensuring a clear understanding of their benefits and features.
- Close sales and meet or exceed sales targets while maintaining profitability.

- Manage a portfolio of accounts and develop long-term relationships with key clients.

#### Customer Support and Relationship Management:

- Provide training and support to healthcare professionals and staff on product usage, troubleshooting, and technical assistance.
- Address customer inquiries, resolve concerns, and follow up post-sale to ensure satisfaction.
- Maintain detailed records of customer interactions, sales, and feedback in the CRM system.

#### Market Research and Product Knowledge:

- Stay updated on the latest industry trends, competitor products, and market demands.
- Continuously improve product knowledge to effectively convey the advantages of the medical devices.
- Conduct market research to understand customer needs, industry trends, and opportunities for new products.

#### Collaboration and Reporting:

- Provide regular reports on sales performance, market conditions, and customer feedback to senior management.
- Participate in sales meetings and training sessions to stay aligned with company goals and objectives.

This is an opportunity for someone to develop their career in a fast growing, family-owned company.

Candidates must have the right to work in the UK and be living on the area that they would be working

Competitive Salary

Bonus Scheme

Car Allowance

25 days annual leave, rising to 28

Cashback Health Plan

10% Pension

To apply for this role, please send a cover letter and CV to [hr@thuasne.co.uk](mailto:hr@thuasne.co.uk)

BAPO  
[enquiries@bapo.com](mailto:enquiries@bapo.com)



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