



CLEARPOINT®

NEURO

Regional Business Manager: Western Region, USA

Reports to: VP Business Development

Department: Sales

Basic Functions:

Summary of Role at ClearPoint Neuro (CLPT):

ClearPoint Neuro is hiring a Regional Business Manager for the Western Region in the United States; ideally based in California (California, Oregon, Washington, Utah, Nevada, Idaho, Montana, Wyoming).

The ClearPoint Regional Business Manager is responsible for sales with our most important stakeholders and must inspire confidence and professionalism. Responsibilities include revenue growth, customer success and leadership.

ClearPoint continues to accelerate market growth based on recent new product introductions in Laser Ablation Therapy, software advancements, and neuro navigation that enables procedures in the operating room in addition to the MRI. ClearPoint technology is also being used to deliver the first FDA Approved gene therapy that is administered by direct infusion into the brain parenchyma. The future of Neurosurgery has arrived!

Our Mission is to improve and restore quality of life to patients and their families by enabling therapies for the most complex neurological disorders.

Duties and Responsibilities:

The Regional Business Manager role is the ambassador of ClearPoint Neuro focused on our most important stakeholders and must inspire confidence and professionalism internally and externally. They must work within the ClearPoint Neuro organization in a thoughtful and constructive manner.

- Responsible for our customer's success from beginning to end (sales, contracting, purchase order, overseeing installations, utilization, revenue generation).
- Meet or exceed assigned quarterly and annual sales goals. Grow revenue in assigned territory based on the organizational objectives.
- Sell all ClearPoint Neuro products and services to new and existing customers. ClearPoint Navigation, Prism Laser, OR SmartFrame, Pathfinder Agreements, Service Agreements, Misc. Capital and all new products upon commercial approval/release.

- Drive increased utilization of ClearPoint Neuro products at existing accounts to grow existing account revenue.
- Identify, qualify, prepare, and execute effective sales strategies that maintain the existing base of business and support the close of competitive and revenue growth opportunities.
- Develop, negotiate, close and manage profitable agreements.
- Fill out basic vendor forms and submit them for review to Sales Operations or Finance as needed.
- Understand, review, and maintain accountabilities for all agreements presented to customers, including negotiated provisions, revisions, and operationalizing the terms of the final executed agreement.
- Develop and manage customer relationships within assigned geographies through sales, support, marketing, and business development.
- Understand and implement the ClearPoint Neuro Sales Process to ensure organizational alignment and customer alignment to accurately forecast all areas of business, monthly, quarterly, and annually.
- Provide ongoing education and value to our customers on every engagement based on your knowledge and experience in the following areas: competition, clinical value, procedural workflow and the economics associated with our products and the ClearPoint organizational value.
- Travel to customer sites and meet with customers and potential customers to ensure organizational revenue growth objectives are met and exceeded.
- Effectively deliver strategic messaging in a variety of settings, including trade shows, presentations, and value analysis committee meetings.
- Provide product features and benefit application consultation and drive value messaging.

Qualifications:

Experience:

- 10+ Years of Medical Devices Sales/Experience.

Education:

- Bachelor's Degree Required.

Special Requirements:

- Documented history of customer and sales success.
- Excellent Communication Skills.
- Leadership Experience.
- High Level of Emotional Intelligence.
- Self-Motivated / Self-Starter.
- Must be willing and able to travel 75% of the time.

Other Training and Certifications:

➤ N/A

Contact us at SalesCareers@clearpointneuro.com to apply.