



Business Development Manager - West

Founded in 1987, Galen Medical is a Canadian supplier of innovative medical technologies in the areas of surgery and critical care. Based in Montreal, Galen Medical is member of the Pacific Surgical family of companies.

Galen Medical is seeking a full-time **Business Development Manager for Western Canada**. This role, which would be a combination of direct selling and regional clinical support, is ideally be based out of Calgary. The Business Development Manager for Western Canada would report to the President of Galen Medical and would have the follow responsibilities:

Territory Management

- Strategically manage a large territory (AB, SK, MB) which will require regular travel including 3-5 days in a hotel each month
- Set territory goals and develop action plans to meet growth objectives
- Negotiate pricing effectively while balancing a variety of conflicting interests
- Introduce new products and detail existing products with confidence
- Develop and maintain strong professional relationships with customers
- Follow up on customer inquiries quickly and to the customer's satisfaction
- Contribute positively to the sales team through conference calls and regular communication
- Complete sales reports in a timely manner and respond quickly to head office requests
- Maintain sample inventory in good condition and track its movement accurately
- Educate oneself on material pertaining to the position, products, and industry
- Manage expenses appropriately making an effort to reduce extraneous costs

Western Regional Clinical Support

- Participate in the search for new products to strengthen Galen Medical's product offering
- Engage in supplier relations as a representative of management
- Provide clinical support both in person (case coverage) and through customer communication
- Contribute to sales technique development which also includes working alongside Territory Managers
- Analyze sales performance by product line, category, and geography
- Enhance the educational material and training collateral
- Work closely with Marketing Team to align marketing with sales objectives
- Develop promotional materials, programs, and pricing plans
- Participate in the organization and execution of trade shows
- Assist in the completion of RFQ and RFPs
- Serve as a member of the Pacific Surgical management team, working closely with other PS divisions

Suitable candidates will possess the following skills and experience:

- 5+ years of related experience in medical/surgical sales with solid customer relationships including experience working with Alberta Health Services and other western Canadian SSOs; management experience an asset
- Strong verbal and written communication skills
- Leadership experience; willingness to mentor and train others
- Ability to manage multiple projects and meet deadlines
- Proficiency in Microsoft Office Suite

We offer a competitive remuneration program and benefits. Income will be comprised of a base salary, commission and bonus. Please send a cover letter and resume to info@galenmed.ca. Only short-listed candidates will be contacted. No phone inquiries please.