



Joylux is an emerging health technology company creating home-use LED-based medical devices and consumer products to help improve pelvic floor disorders in women. Our products are sold in over 17 countries around the world.

Position: Territory Sales Manager

Job Position: Full Time

Job Location: Chicago / New York City / Northern California / Orange County / Boston / Arizona / Seattle

Reporting Structure: National Sales Director / SVP of Sales

Overview:

Joylux, Inc. is seeking Territory Sales Managers to drive revenue in the women's intimate wellness market by establishing new customer accounts within the professional channel in the territory. We are looking for individuals who are highly motivated and self-sufficient but also enjoy being part of a team. The ideal candidates for this job are resourceful, organized and excel at building long-term relationships with customers.

Position Responsibilities:

- Meet or exceed monthly, quarterly and annual territory revenue objectives
- Collaborate with the NSD and Inside Sales to prospect new business
- Prospect heavily both in person and on the phone
- Present Joylux products after effectively assessing customer needs
- Identify sales opportunities, schedule customer meetings and close account sales
- Provide product training for new accounts and support practice marketing

efforts

- Attend local workshops and relevant tradeshow that showcase Joylux products
- Manage a large territory diligently
- Maintain consistent communication with NSD and report market developments as they occur (e.g., customer accounts, competition and market changes)
- Other duties and responsibilities as directed by manager
- Maintain and uphold the Company's Core Values

Position Requirements:

- Bachelor's Degree or equivalent with 2+ years of direct sales experience with medical devices and/or consumable products to aesthetic physicians
- Sales experience in gynecology/women's health is beneficial
- Successful record of sales achievement with a demonstrated history of initiative
- Excellent negotiation, communication, and organizational skills
- Experience developing long-term relationships with customers
- Must be a self-starter, highly motivated and organized
- Must possess excellent interpersonal skills
- Possess the ability to be self-sufficient while also taking direction from the NSD
- Drive and focus are necessary to excel in this environment which includes significant travel and autonomy
- The ability to show confidence in the field while also willing to receive constructive feedback simultaneously
- Interact with all levels of the company and customers
- Experience with Zoho, Salesforce.com or a similar CRM system preferred
- Must have a valid Driver's License
- Up to 50+% Travel
- Experienced in MS Office, specifically Excel, PowerPoint, and Outlook
- Only candidates currently residing in the territory will be considered

Please send resumes to info@joyluxinc.com and reference job: Territory Sales Manager