

## Sales and Marketing Manager Job Opening

We're a fast-growing medical device start-up company in Jeffersonville, IN (outside of Louisville, KY) and we want to add a talented, self-motivated, and results driven team member. This position will work closely with our CEO and help take the company's marketing, sales, and operations to the next level.

The position requires creative marketing, sales & promotion, market research, (some) website management, and ownership of various other initiatives as they come up.

This is a great opportunity for a talented and ambitious team player in a small, but rapidly growing company. If successful in this position, the role can be expected to grow into a marketing, sales, or operations leadership position.

If you are a problem-solver and take pride in your work, this is a great opportunity to see your influence impact the growth of a company.

### **Responsibilities:**

- Assist CEO in the creation and maintenance of a comprehensive sales and marketing plan, including but not limited to sales channels, distribution representatives and customer training, promotion and collateral, and exhibitions.
- Sales lead generation – tee up leads from inbound requests and exhibitions for distribution partners to follow up on.
- Assist CEO in managing distribution partners to maximize adoption and revenue generation, including accompanying/supporting distributor sales force as needed for key/critical account closures
- New account/rep set up – assist in training, orientation, and testing for distributors, sales and support personnel, and clinical users
- Branding – ensure a coherent and consistent brand, assist in managing use of brand and brand images
- Connect with industry leaders, bloggers, and publications to promote products
- Conduct market research as needed
- Assist in invoicing and inventory management
- Assist with presenting and representing the company to potential partners and investors
- Assist CEO and COO in the day to day company management as assigned

### **Qualifications:**

- Bachelor's Degree or at least 4 years of project management experience
- Superbly organized & results-driven
- Demonstrated success working on collaborative team projects

- Dependable, proactive and motivated
- Confident, articulate and professional demeanor
- Solid task & project management
- Able to stretch job boundaries, comfortable with broad job content
- Highly effective communications skills (spoken and written)
- Proficient at MS Office, Power point, and MS Excel
- Able to interact professionally with customers, partners, and regulatory bodies/representatives
- Sales and/or marketing experience a plus
- Start-up experience a plus
- A sense of humor

Please send your resume and cover letter for consideration to Maggie Galloway at [info@inscopemedical.com](mailto:info@inscopemedical.com). Salary will be based on experience.