

<b>Description</b>	
<b>Job Title</b>	Sales Manager – Peoples Republic of China ( PRC )
<b>Reports to Title</b>	VP of Business Development
<b>General Accountability</b>	The Sales Manager – PRC – will be responsible for the profitable sales of PMI’s products in China
<b>Duties and Responsibilities</b>	<p>Our mission is to Profoundly change the standard of care by creating a tomorrow where clinicians can confidently ablate tissue with precision; a tomorrow where patients have access to safe and effective treatment options, so they can quickly return to their daily lives. Changing the standard of care is part of our fabric. We are a group of energetic, problem-solvers focused on innovation, and looking to change the world. If you want to make a Profound impact with your career, here is your chance.</p> <ol style="list-style-type: none"> <li>1. Working with our OEM partners drive the adoption and revenue of PMI platform technologies</li> <li>2. Identify, recruit and negotiate profitable win-win distribution partnerships on a national or regional level</li> <li>3. Plan and execute peer to peer education events</li> <li>4. Identify, suggest and attend key stakeholder meetings focused in our target markets and audiences</li> <li>5. Determine , target and leverage available reimbursement mechanisms to maximize PMI’s procedural reimbursement in China</li> <li>6. Meet and exceed agreed revenue goals</li> <li>7. Identify, recruit and nurture Key Opinion Leaders ( KOL’s) in our critical market verticals – Radiology, OB/GYN and Urology</li> <li>8. Assist when needed in regional Asian initiatives</li> <li>9. Attend and bring value to internal stakeholder meetings</li> <li>10. Leverage SFDC to efficiently execute our field sales and targeting efforts</li> <li>11. Led our strategic OEM partnerships with Philips and others in China</li> <li>12. Identify, recruit, led, develop and onboard new targeted strategic OEM partnerships with local Chinese manufacturers</li> <li>13. Report evolving market trends and suggest our strategic response</li> </ol>

<b>Competencies</b>	
<b>Education</b>	University degree, preferably in Science, engineering or business
<b>Certifications</b>	Certificate of English as a second language or otherwise demonstrated competence

**Key Attributes  
(experience, skills and  
technical knowledge)**

- Previous experience managing non-direct channel revenue partners in China
- Fluency in Chinese ( preferably Mandarin) and English – spoken and written
- Reside in or near the Greater Shanghai area or within 200kms of the GSA
- Minimum 10 years’ experience in medical device sales, sales leadership and marketing
- Proven ability to build and maintain strong KOL relationships
- A passionate and ambitious leader who is results oriented and will directly and quickly contribute to the growth and profitability of our business
- Strong strategic mindset and business acumen
- Action oriented high energy person with the drive to identify and follow through on opportunities
- Excellent interpersonal and communication skills
- Possess the following personal qualities: integrity, creativity, high professional standards, commitment and achievement oriented
- Highly organized and desires to be accountable for personal conduct and business performance
- Familiarity with the Chinese registration and reimbursement policies and procedures
- Valid passport and the ability to travel frequently
- Strong and proven ability to work well with and influence others particularly in partnership businesses
- Experience with SFDC or other CRM platform
- Excellent command of Word, Excel and PowerPoint software applications