



Orpyx Medical Technologies Inc.  
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## AREA SALES MANAGER

FULL-TIME, NORTHERN CALIFORNIA, UNITED STATES

### ABOUT THE TEAM:

#### THE VIBE ATTRACTS THE TRIBE

The people at Orpyx are flexible thinkers and creative innovators. We come from a variety of backgrounds and carry a wealth of expertise in multiple industries, including medical, technology, software, marketing and finance. What we all have in common is an intense passion for the work we do. We have an extraordinary collection of talent that makes working here fun, unique and inspiring. Our hiring goal moving forward is to continue to build and grow a strong, effective team, while maintaining our friendly and innovative company culture.

Orpyx develops sensor-based wearable solutions that address the growing demand for self-monitoring devices to more effectively quantify real-world human movement. These devices can be used to optimize the management of chronic diseases, enable sport performance assessment, and prevent injuries. Our flagship device, the SurroSense Rx® smart insole system, is a device used to empower people with diabetes to take control of their disease and play a more active role in the prevention of diabetes-related complications such as foot ulcers and amputation. The insert sends feedback to a wristwatch, alerting the wearer in real-time of dangerous plantar pressure or injury, enabling them to adjust behavior immediately to prevent damage.

### HOW YOU'LL MAKE AN IMPACT AND WHAT YOU'LL DO:

Reporting to the Vice-President Sales & Marketing, the successful candidate will assist in the planning and execution of the sales and marketing strategy as well as participate in special projects as needed. This position will be multi-disciplinary, adapting in the early-stage company environment as needs and priorities change. Extensive work-related travel will be required.

Success in this role means being an integral part of the Orpyx Sales & Marketing team while being able to work independently. You are willing to offer your suggestions and expertise to elevate all areas of the job to the best possible quality. Orpyx is a health and medical device innovation engine. Our brand represents efficiency, trust and self-empowerment.

### YOUR RESPONSIBILITIES WILL INCLUDE:

- Generating quarterly territory Plan-of-Action in conjunction with VP Sales & Marketing
- Achieving territory sales goals (both new business targets and recurring revenue growth) utilizing superb sales skills, territory management skills, account management skills and customer relationships
- Collaborating with, and providing direction to contract (1099) sales representatives, including:
  - Product training (as needed)
  - On-site/field support (as needed)
- Maintaining detailed records utilizing company CRM (Salesforce)
- Delivering sales presentations and in-services to appropriate hospital (VAMC) and clinic (CBOC) personnel
- Managing the introduction of new technologies through new product committee process
- Providing “hands on” demonstration and education to patients for prescribed product use

Due to the ever-changing and sometimes chaotic environment of an early-stage high-tech company, the Regional Sales Manager may assume additional roles and responsibilities, as the company requires.

#### **REQUIREMENTS:**

A minimum of 3-5 years medical device/healthcare sales is required.

#### **Experience & Skills**

- Medical device/healthcare product launch success
- Experience with sales of first-to-market medical products
- Experience with value-based care model, preventative medicine
- Experience selling in an environment with multiple call points and decision makers within the account (current VHA experience highly preferred)
- Excellent written and verbal communication skills
- Consultative selling skills
- Proven self-motivation and ability to deliver under pressure
- The ability to thrive in a start-up environment

Fluency in foreign language(s) is highly valued.

#### **Education**

- Bachelor's degree in business, healthcare, or a related field
- MBA or graduate degree in a related field considered an asset.
- Will consider relevant experience a substitute in some cases.

#### **ABOUT ORPYX MEDICAL TECHNOLOGIES INC.**

Orpyx Medical Technologies Inc. ("Orpyx") is a wearable pressure sensor technology company focused on medical applications. Orpyx's primary intention is to address the world's growing epidemic of diabetes and its associated complications, most notably, peripheral neuropathy, which leads to lack of circulation, numbness, or loss of protective sensation, in the feet. This problem leads to the development of foot ulcers which can ultimately lead to amputation and death infection and ulcers in the feet, also known as peripheral neuropathy. Additionally, this problem affects upwards of 60% of diabetics over the course of their disease and costs the North American health care system over \$16.4 billion annually.

**To apply, please submit your resume and cover letter to:**  
[careers@orpyx.com](mailto:careers@orpyx.com)