

**Regional Medical Device Sales Representative
Paragonix SherpaPak™ Cardiac Transport System**

PARAGONIX®

POSITION: Regional Medical Device Sales Representative

POSITION DESCRIPTION: To expand market share for the Paragonix SherpaPak™ Cardiac Transport System business by promoting, selling, and servicing Paragonix SherpaPak™ Cardiac Transport System products within assigned territory.

Paragonix seeks candidates who will meet our customer expectations by striving without reserve for the greatest possible reliability and quality in our products, processes and systems by being accountable, having a voice, and taking action..

POSITION RESPONSIBILITIES:

- Conduct sales calls to promote, sell, and service Paragonix SherpaPak™ products and services to existing and new customers
- Implement quarterly sales plan and achieve sales goals and objectives. Maintain knowledge of diverse Paragonix products and support sales efforts of same
- Coordinate customer activities at all meetings as assigned. Complete administrative reporting as assigned (for example: expense reports, account profiles and analysis, daily planners, competitive updates, and inventory log)
- Provide ongoing field intelligence reports on competitive activity, changes in markets, distribution, and pricing, as well as input on customer preferences and product features. Cost-effectively manage time and assets
- Effectively utilize sales collateral to support promotional and territorial needs

Technical/Educational

- Train and educate both existing and new customers to gain incremental business
- Maintain proficient level of product knowledge in all assigned product lines
- Advise customers on a continuing basis regarding performance of assigned products
- Provide 24-hour territory coverage (including holidays, weekends, evenings)

BASIC QUALIFICATIONS:

IN ORDER TO BE CONSIDERED FOR THIS POSITION, THE FOLLOWING BASIC QUALIFICATIONS MUST BE EVIDENT ON YOUR RESUME

- Bachelor's degree
- 3-5 years medical sales experience (selling physician preference products) in hospital or specialty clinic environment

DESIRED/PREFERRED QUALIFICATIONS:

- Preference will be given to local qualified candidates and candidates with cardiac transplant or cardiothoracic experience
- Demonstrable success in previous employment indicating high level of sales performance

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- 5+ years medical sales experience in hospital environment selling to cardiothoracic surgeons
- If the final candidate has 5 years of combined clinical specialist and sales experience with a medical device company then the position may be filled at the regional Manager level
- If the final candidate has 15 years of combined clinical specialist and sales experience with a medical device company then the position may be filled at the National Sales Manager level

PHYSICAL JOB REQUIREMENTS:

- The physical demands described within the Responsibilities section of this job description are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions
- Frequent required travel to customer clinics, hospitals and offsite meetings. While performing the duties of this job, the employee is regularly required to be independently mobile

Work and Travel Requirements

- Available/willing to work/travel weekends and evenings
- This position requires on-call time
- Continuous verbal and written communication
- Ability to transport product/equipment from car to hospital
- Sitting, standing and/or walking for up to eight plus hours per day
- Environmental exposures include eye protection, infectious disease and radiation
- Ability to travel extensively with ease (approx. 50-70% of time)
- Must be able to drive approximately 80% of the time within assigned territory
- Must have a valid driver's license and active vehicle insurance policy. In addition, your driving record will be reviewed and will be considered as part of your application

About Paragonix Technologies, Inc.

Paragonix Technologies markets organ transportation devices that safeguard organs during the journey between donor and recipient patients. Our devices incorporate clinically proven and medically trusted cold preservation techniques in a novel suspension system to provide unprecedented physical and thermal protection. Paragonix SherpaPak™ CTS is the only commercially available FDA cleared and CE marked transport device for heart transportation. Paragonix is also developing transport devices for the lung and kidneys designed to improve donor organ quality and extending donor organ transport time.

The Paragonix® Mission

Paragonix supports the transplant community by establishing the new standard of care for donor organ preservation. Our mission is to expand today's boundaries in the transport of donor organs.

This employer participates in the federal E-Verify program to confirm the identity and employment authorization of all newly hired employees. For further information about the E-Verify program, please click here: <http://www.uscis.gov/e-verify/employees>

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position.

Email CVs to:

Careers@paragonixtechnologies.com