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## **JOB TITLE/TYPE: AWM TERRITORY SALES SPECIALIST**

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**Country for this Vacancy:** Korea, Republic of  
**Division:** Advanced Wound Management (AWM)

**Hiring Manager:** AWM Territory Sales Manager

**Assignment Category:** Full time

**Career Level:** Experienced

**Work Location:** Seoul, KR

### **Role Summary / Purpose**

- ◆ In this role, the 'territory sales specialist' (TSS) will be responsible for all sales activities and territory management in his/her territories by focusing and executing AWM product sales strategy and channel management strategy

### **Essential Responsibilities**

- ◆ Make a plan for sales strategy and project for key hospitals development in his/her territories
- ◆ Develop, lead and manages the execution of sales action items by preparing hospital analysis, customer analysis and usage trend.
- ◆ Develop appropriate clinical activities such as single group seminar, multi group seminar and all other clinical events and collaborate with local marketing team to meet customers' clinical need
- ◆ Educate customers and distributors with high level of product and industrial knowledge to ensure customers are adequately trained
- ◆ Improve customer satisfaction and socket retention through continuing education on optimization of our product utilization by customers
- ◆ Prepare regular operating rhythm with distributors and perform regular meetings such as weekly and monthly sales meeting, quarterly review meeting and product trainings. Also perform distributor evaluation by half year.
- ◆ Gather market trend, competitive dynamics and market potential regularly and deliver credible marketing data and information by manipulating the raw data
- ◆ Analyze sales revenue units, average selling prices & expense results, monthly, revises tactics. Analyze both IMS and NTS sales trend, and related sales implication in his/her territories

### **Qualifications/Requirements**

- ◆ More than B.A degree regardless of major
- ◆ Proficiency in computer skills in Microsoft Office Suite products
- ◆ Willingness to travel extensively within your specified geographic region especially to province area
- ◆ Can communicate in English (Written & Verbal)
- ◆ Has about 3 ~ 8 years of sales experience in medical or healthcare industry

### **Desired**

- ◆ Strong analytical, problem solving and project management skills
- ◆ Ability to motivate and lead both individuals and teams to successful project completion

- ◆ Demonstrated ability to energize, develop, and build rapport at all levels within both customers and organization, positive thinker
- ◆ Proven capability in self-directed activities
- ◆ Proven ability in customer interactions
- ◆ Excellent communication and presentation skills
- ◆ Devotion and pride for his/her job roles and responsibilities