



Territory Manager

Cagent Vascular is an early commercial-stage medical device company in Wayne, PA. Their product, the Serranator PTA Serration Balloon Catheter, is the first and only serrated angioplasty balloon for the treatment of peripheral artery disease. The product is commercially available in the US and Europe for the treatment of above-the-knee and below-the-knee disease. Cagent Vascular is rapidly expanding its commercial organization and is looking for high-energy and results driven individuals with strong track records of success to join our team.

Education: BA/BS Required

Experience/Qualifications/Requirements:

- 7+ years of Endovascular medical device sales in balloon catheters, stents, atherectomy and other related technologies
- Established relationships with county Key Opinion Leaders (KOL) in the fields of Vascular Surgery, Interventional Cardiology and Interventional radiology
- Deep experience navigating buying process and onboarding new technologies into hospital inpatient and outpatient settings
- Ability to meet and exceed the assigned sales plan on a quarterly and annual basis.
- Capable of independently managing time, resources, and budget within the assigned territory in conjunction with near-term plans to ensure the territory's objectives are achieved
- Must not be debarred by FDA for work in any Medical Device business
- Strong communication and analytical skills required
- Experience launching new products and navigating them through value analysis committees
- Proficient in using MS Office Suite

General Responsibilities:

- Develop and implement sales strategies to effectively promote Serranator in hospital inpatient and outpatient settings
- Meet with customer's do evaluate needs, goals, and potential product usage opportunities
- Educate / train customers on proper clinical usage of Serranator through case study examples and other marketing materials provided by Cagent Vascular
- Attend cases to advise physicians on product usage and gain insight into Cathlab and OR operations
- Meet and exceed sales objectives for the territory
- Partner with other Cagent functional areas to deliver on Company goals
- Identify new customer opportunities to grow the business
- Penetrate deep into accounts supporting multiple specialty areas within the hospital
- Demonstrate in-depth product knowledge, and ability to speak clinically to physicians at a high level
- Complete and processes timely reports including but not limited to case report forms, expense reports, and other reports requested by Company from time to time
- Represent Company with highest standards of business practices
- Comply with all corporate compliance, FDA, medical device, quality standards and ethics.
- Maintain compliance at all times with Cagent Vascular Quality Management Systems including timely completion of technical reports, protocols, CAPAs, Expense Reports, maintenance of all Cagent related files on Egnyte.

Apply Now!

CagentVascular.com/careers
Email: careers@cagentvascular.com