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**Region Sales Managers – (Houston / Chicago / LA / Atlanta – Or major cities within those Regions)**

Multiple Cities / States

CRMS is expanding and is looking for Region Territory Managers with proven sales experience that have a combination of implantable medical device and remote monitoring sales experience, ideally with a focus on Cardiology or EP. In addition, you will be responsible for building a team of Territory Consultants (1099’s) to assist you in growing your Region. (Interested 1099 Sales Consultants are encouraged to apply for the Consultant positions at this time as well.

This is an exceptional career and compensation opportunity! In addition to a competitive base salary, we offer a first-year guarantee and one of the industry’s best commission programs. This is a true “dollar one” commission opportunity…no quarter-to-quarter quotas. We also offer a vehicle allowance, 401K, Medical/Dental/Eye insurance, 3 weeks PTO, sick leave and more.

**About Us**

Cardiac RMS, LLC. (“CRMS”) is an innovator in digital health and remote patient monitoring, with a focus on providing the most diagnostically-accurate, clinically and economically effective remote cardiac device (CIED) patient management support and comprehensive remote care management (RPM) in the industry. CRMS is an award winning, Medicare approved Independent Diagnostic Testing Facility, provider of remote patient monitoring services. CRMS utilizes industry leading, FDA Approved, cloud-based patient management systems and device data diagnostic reporting platforms. CRMS Management and Clinical Staff are Cardiac Rhythm Management and Remote Patient Monitoring industry veterans and all our cardiac device specialists are IBHRE certified.

**Description of Position**

Cardiac RMS is looking to hire Regional Territory Managers who have an entrepreneurial spirit and are dedicated to making a difference in advancing implantable cardiac device patient care (CIED) and comprehensive remote care management (RPM). We are looking for Region Territory Managers who have experience in Cardiac Rhythm Management device sales and / or disease specific patient monitoring services. In addition to driving sales as an individual contributor, you will also have the opportunity to recruit Independent Consultants (1099’s) who will assist you in maximizing your territory revenues.

**Responsibilities:**

* Leverage current industry relationships and network with Electrophysiologists, Cardiologists, and other disease specific specialties to develop opportunities to introduce and promote CRMS technologies & patient services.
* Use CRMS marketing materials and personal industry knowledge and experience to promote, educate and close new business.
* Educate physicians, office staff, hospital administration on best practices for remote device patient care and CRMS services advantages.
* Identify key decision makers, schedule CRMS introduction discussions, technology demos, etc.
* Work with CRMS’s Business development team as necessary on services proposal development, negotiation, and closure.

**Required Experience, Qualifications, Skills**

* 5+ years proven track record of successful medical sales in the Cardiac Rhythm Management device sales and / or disease specific remote patient monitoring services.
* Cardiac Rhythm Management (CRM) Sales reps or Clinical Specialists (from implantable pacemaker, defibrillator or ablation therapy companies such as Medtronic, Boston Scientific, St. Jude Medical, ZOLL, Abbott, and Biotronik) that are seeking their own territories highly preferred.
* Experience in Cardiology or Electrophysiology Sales, Medical Device Sales, Diagnostic Services Sales, Cardiac Monitoring Sales, and/or other remote patient monitoring sales experience preferred.
* Demonstrated, active territory network and clinic relationships.
* Excellent written and verbal communication skills.
* Travel would be <25%. We are highly effective at closing accounts through Virtual Selling.
* Track-record of successfully building and managing a sales team is a PLUS!

Compensation:

* First Year Base + Guarantee - $100K
* First Year Target Earnings - $250K+, Second Year Target - $400K+ (unlimited)
* Car Allowance - We use the MOTUS reimbursement program.
* Benefits – Medical/Dental/Eye, 401K, 3 Weeks PTO + holidays, sick leave and more.

Contact:

If you are interested in learning more and think that you meet the required Experience and Qualifications, please send an email / Resume to Michele Hernandez or Rick Amos:

Michele Hernandez Rick Amos, VP of U.S. Sales

[mhernandez@CardiacRMS.com](mailto:mhernandez@CardiacRMS.com) [ramos@CardiacRMS.com](mailto:ramos@CardiacRMS.com)