

CAREERS THAT CHANGE LIVES

Medtronic

Job Title: Sales Representative, Surgical Innovations

Location: Busan

Travelling: 100%

Careers that Change Lives

Be a part of a company that thinks differently to solve problems, make progress, and deliver meaningful innovations. We are currently hiring for Sales Representative to support the Surgical Innovations business **across Busan and Kyungnam region. (Disclaimer: The portfolio and location might be changed as business and opportunities demand)**

It is an exciting time to join Medtronic, the market leader in medical technology and solutions. We are proudly recognized as one of the greatest workplaces and happiest companies in South Korea and we know you can make it even better!

A Day in the Life

The **Sales Representative** is responsible for promoting and selling Surgical Innovations products assigned and representing the company in accordance with its policies and in the area assigned. You will be covering 1-3 product lines to include **Endo Mechanical & Intelligent Device (EMID), Soft-Tissue Implants (STI) and Energy-Based Device (EBD)**. This is a rewarding and challenging position which provides the opportunity to truly make an immediate impact and achieve positive outcomes to patients' lives through less invasive surgical solutions.

Key Responsibilities

- Promotes and sells Medtronic's products and services within an assigned geographic area and/or specific customer accounts to meet or exceed sales targets.
- Responsible for developing, building, and strengthening long-term relationships with stakeholders including distributors and healthcare professionals.
- Responsible for pursuing leads, assessing needs, and providing product services to maximize the benefits derived from Medtronic's products and/or services
- Promotes and establishes education of the company's products and/or services
- Conducts market research including customers and competitors' activities
- Implements market development plans/strategies and changes as needed
- Communicates customer feedback on new products and/or modifications to existing products or applications to internal stakeholders including R&D, Operations and Marketing

Must-Have

- Completed Bachelor's degree qualifications
- Within 3 years of relevant sales experience
- **Fresh graduates are encouraged to apply!**
- Must have an active driver's license
- Has good sales acumen, active and outgoing personality, flexible and team-oriented
- Effective written and verbal communication skills in English and Korea languages
- Willingness to travel in other given areas in South Korea as the business and opportunities demand

Nice to Haves

- Degree in science or engineering discipline
- Industry experience is highly regarded (Medical Devices)
- Willingness to be flexible/adapt to changing work environments

We Offer

In our 5th Tenet of our Mission, we **recognize the personal worth of employees** by providing an employment framework that allows personal satisfaction in work accomplished, security, advancement opportunity, and means to share in the company's success.

Also, a competitive package is of course part of that. We offer a competitive salary and benefits package to all our employees:

- Flexible working environment.
- Annual Incentive Plan % depending on company results.
- Pension scheme and group discount on healthcare insurances
- Training possibilities via Cornerstone/Harvard Manage Monitor/Get Abstract
- Employee Assistance Program and Recognize! (Our global recognition program)

About Medtronic

Together, we can change healthcare worldwide. At Medtronic, we push the limits of what technology, therapies and services can do to help alleviate pain, restore health, and extend life. We challenge ourselves and each other to make tomorrow better than yesterday. It is what makes this an exciting and rewarding place to be.

We want to accelerate and advance our ability to create meaningful innovations - but we will only succeed with the right people on our team. Let's work together to address universal healthcare needs and improve patients' lives. Help us shape the future.

Founded in 1949 as a medical repair company, we're now among the world's largest medical technology, services, and solutions companies, employing more than 86,000 people worldwide, serving physicians, hospitals, and patients in over 155 countries.

Whatever your specialty or ambitions, you can make a difference at Medtronic - both in the lives of others and your own career. Join us in our commitment to take healthcare **Further, Together**.