

Job Title: Therapy Sales Specialist, Cardiac Rhythm Management (CRM)

Travelling: 100%

Careers that Change Lives

Be a part of a company that thinks differently to solve problems, make progress, and deliver meaningful innovations. Work with the global leader in medical technology and recently recognized as one of the greatest workplaces and happiest companies in South Korea!

A Day in the Life

Reporting to the Sr Sales Supervisor, the **Therapy Sales Specialist** will be a critical team member within our Cardiac Rhythm Management Team for Patient Management covering across **Seoul, Metropolitan area and other accounts nationwide**, promoting a highly innovative **Cardiac Rhythm Management (CRM)** portfolio including pacemakers.

You will succeed in the role by supporting the sales team and achieving targets by providing clinical education, case support and patient follow ups. This is rewarding and challenging position that provides opportunity to truly make an immediate impact and achieve positive clinical outcomes for patients.

Key Responsibilities:

- Promotes and sells Medtronic's products and services within an assigned geographic area to meet or exceed the team's sales targets. The key required activities include device implantation support and patient management.
- Optimize Medtronic's patient follow-up process, develop a patient management protocol, and implement Medtronic's remote monitoring technologies and services to the field
- Efficiently work with channel partners to coordinate in-service schedules and follow-up requests from hospitals by providing standardized company guidance.
- Provide clinical education in the field of the company's products and/or services
- 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 Marketing and Operations

Must-Have

- Completed Bachelor's degree in any discipline
- 0 to 5 years of previous sales/clinical experience in medical devices or healthcare industry
- **Open for fresh grads who are willing to learn and develop career in the therapy sales area**
- Effective verbal and written communication skills in English & Korean
- Active drivers license
- Excellent interpersonal skills, customer focused, self-motivated
- Outgoing, Energetic & Result Oriented person
- Willingness to learn, especially technical information
- Ability to teach and educate medical personnel regarding product features and benefits

Nice to Haves

- Experience in medical devices and/or cardiology/cardiac background in pharmaceutical industry
- Graduate in Biomedical Engineering, Nursing, or related courses is a great plus!

- Some experience/exposure in relevant products/network in cardiac business
- Previous experience in surgical assistance

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/GetAbstract
- 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.**