

ReCor Medical

Ultrasound Denervation Therapies

Therapy Sales Representative - DACH

Department: Commercial

Reporting to: Commercial Director, DACH

Location: remote

About ReCor Medical

ReCor Medical, headquartered in Palo Alto, CA, is an innovative medical technology company focused on transforming the management of hypertension, the leading cardiovascular risk factor in the world. ReCor has pioneered the innovative, minimally invasive use of ultrasound in renal denervation to lower blood pressure in patients with hypertension. The company is focused on investing in high quality product development efforts, as well as rigorous clinical studies to create a strong foundation for future clinical adoption.

ReCor Medical is a wholly-owned subsidiary of Otsuka Medical Devices Co., Ltd. Otsuka Medical Devices focuses on the global development and commercialization of endovascular therapies that provide new therapeutic options in areas where patient needs cannot be met through pharmaceutical treatment. Otsuka Medical Devices Co., Ltd. is a subsidiary of Otsuka Holdings Co., Ltd., a leading global healthcare group listed on the Tokyo Stock Exchange (JP 4578). With operations in pharmaceuticals, nutraceuticals, medical devices and other health-related businesses, the group generated worldwide sales of app. US\$13 billion in the fiscal year ended December 2019 and has a market capitalization of app. US\$25 billion.

<http://www.umd.otsuka.com/en/> <http://www.otsuka.com/en/>

Position Summary

ReCor is looking for a motivated and driven Therapy Sales Representative. The primary focus of this role would be to take responsibility for market development and sales for the therapy of renal denervation per ultrasound in a defined geographic area. Develops and executes strategies to establish the therapy concept of ReCor Medical by customers. Drives regional awareness, focused adoption within all stakeholders involved and clinical interventions.

Responsibilities and Duties

- Builds and maintains robust relationships with clinical and economical stakeholders.
- Analyze the German market. Target & approach the right centers.
- Perform or support the training of the hospital team (physicians and nurses) to get proper usage of the device.
- Provides high-quality in, OR support to, facilitate technology adoption.
- Shows strong capabilities in commercial and clinical selling.
- Develops solid network with local/regional stakeholders involved in the management of hypertension.

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- Anticipates customer needs for market development activities.
- Develops external programs to allow more patients to get the therapy if they need it.
- Gather relevant competitive information.
- Is an active and supportive part of the ReCor team.

Requirements

- Proven technical knowledge and experience in renal denervation, cardiovascular arena.
- Experiences with the German Health Care Rules and the system of early-adaption-strategies (NUB) to develop technologies to standard of care procedures.
- Result and action oriented.
- The energy, drive and desire to create and launch a new market.
- Fluent in German and English.
- 5+ years' experience in sales / market development / therapy development of medical devices or procedures.
- Ability to operate in a rapidly growing 'start-up' environment.
- Ability to effectively coordinate cross-functionally to deliver products on time and on budget.
- Showing strong capabilities in teamwork, creativity and curiosity.
- Self-motivated and rapid learner.
- Willingness to travel within Germany (70 – 80 %).

Equal Employment Opportunity

At ReCor Medical, we value bringing together individuals from diverse backgrounds to develop new and innovative solutions for patients. As an equal opportunity employer we do not discriminate on the basis of race, color, religion, national origin, age, sex (including pregnancy), physical or mental disability, medical condition, genetic information gender identity or expression, sexual orientation, marital status, protected veteran status, or any other legally protected characteristic.

E-mail resume to HR: Careers@recormedical.com