

# ReCor Medical

Ultrasound Denervation Therapies

## **General Manager, Commercial Operations – North America**

Department: Commercial

Reporting to: President & CEO

Location: US

Workplace Type: Hybrid Schedule with occasional travel to headquarters and field

Expected Travel: Up to 50%

## **About ReCor Medical**

At ReCor Medical, we are pioneering Ultrasound Renal Denervation (uRDN) therapy to treat hypertension, the leading cardiovascular risk factor in the world. With our Paradise™ uRDN System, we're on a mission to provide the millions of people who suffer from hypertension with a non-drug and minimally invasive option to lower their blood pressure safely and effectively. Join us on our journey and make a meaningful impact on the lives of people around the globe.

## **Position Summary**

The General Manager is a key leadership position within our North American Business and Paradise Launch. This position will have full P&L responsibility for the North America business and have oversight and leadership over all commercial functions. This position will develop and drive key strategic initiatives for growing ReCor Medical's businesses in RDN. The ideal candidate will lead the creation and ultimate implementation of the commercial vision, purpose, and mission of ReCor Medical's treatment of hypertension patients.

## **Responsibilities and Duties**

- Provide direct leadership to the sales, sales operations, marketing, therapy development, and customer service teams in North America.
- Direct P&L responsibility and business leadership for North America
- Develop and execute commercial strategies and specific initiatives focused on bringing on new customers and new business for the region.
- Align the organization behind a passion for the patient by driving change, communication, values and integrity, leadership and organization development.
- Take a clear ownership stake in the relationships, initiatives and customers required for success.
- Work closely with Operations leadership to supply customers with products and excellent customer service.
- Establish a clear direction and set challenging goals, including goals and budgets with finance team for individual operating departments.
- Monitor overall performance against annual operating and profit plans.
- Ensure that the regional business achieves the highest possible level of return on assets and investment.
- Identify critical opportunities and problems and provide well-tested strategies for driving the decision to pursue through to a close.

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- Drive continuous improvements in productivity and profitability.
- Attract, retain and develop high potential talent.
- Train and provide development opportunities for regional team. Ensure annual goals are complete and communicated.
- Positively lead and influence team members to partner together to achieve individual and business goals.

### **Requirements**

- 12+ years B2B strategic sales/business development/marketing experience in medical devices with a focus on cardiovascular care.
- 10+ years management experience required, with cross-functional management experience preferred.
- Prior experience managing a P&L
- Strong understanding of medical device product development, regulatory, and manufacturing requirements.
- Strong understanding of the regulatory and quality environment required for medical device manufacturing.
- Strong experience in strategic leadership.
- Possess leadership, mentoring, training and project management experience and skills.
- Skilled in effectively coaching, teaching, and developing solid sales and negotiation skills within the Sales and Marketing teams.
- Demonstrated success in cross-regional projects or initiatives.
- Strong experience negotiating large/major contracts.
- Advanced business and financial acumen needed.
- Experience in planning and forecasting, with practical experience in researching new opportunities and implementing successful account penetration.
- Skilled in communicating effectively with all levels of management on complex business issues.
- Must be able to champion new business ventures. This will require excellent organizational and people skills, project management skills, with an ability to openly convey information to team members in a timely, concise manner.
- Excellent oral and written communication and presentation skills.
- Bachelor's degree required; MBA preferred.

### **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.