

Territory Manager

Victoria/Tasmania

Based in Victoria and reporting to the General Manager (Ellex Australia), the Territory Manager is responsible for business development and for driving sales of the full range of Ellex branded and third party products. This process involves initiating contact with new and existing customers, promoting and demonstrating equipment, equipment installation and in-service training. Customers include, private ophthalmic practices, private and public hospitals and day surgeries.

The range of products includes Ellex laser systems, Eye Cubed Ultrasound products, Ocular lenses, Rhein and MST surgical instruments.

Additionally, the role will be expected to:

- Participate in company training programs.
- Install equipment for “demo” or after sale.
- Attend conferences and Trade Shows where Ellex display, as required

To be successful a candidate must demonstrate the following:

- Understanding of clinical applications and anatomy of the eye, having attained an appropriate degree/ qualification in an associated field
- Ability to perform product “in-service” in the operating theatre maintaining OR protocol
- Evidence of creative problem solving and communication with a variety of customers and influencers in the sales process to build a lasting customer basis and loyal relationships.
- Current and unencumbered driver’s license

The remuneration package includes a competitive salary, an uncapped commission plan, fully maintained Ford Territory and superannuation.

Enquiries or applications should be made to hr@ellex.com. A position description is available on request.

