



OTTOBAUTHENTIC

Let's Talk... we're looking for:

Business Development Manager – Arthroplasty

North West

R 35 000 to R 55 000

Role/Job Description:

- ⑧ The Business Development Manager (BDM) – Arthroplasty will be responsible for driving sales growth, market expansion, and strategic partnerships in the orthopaedic (arthroplasty) product line.
- ⑧ The role demands a strong understanding of joint replacement systems, hospital procurement processes, and clinical engagement with orthopaedic surgeons

Key Responsibilities:

- ⑧ Sales & Revenue Generation
- ⑧ Territory Development
- ⑧ Customer Engagement & Support
- ⑧ Training & Education
- ⑧ Reporting & Analysis

Requirements:

- ⑧ Bachelor's degree in Life Sciences, Business, or related field (Orthopaedic/Clinical background advantageous).
- ⑧ Minimum 3–5 years of experience in medical device sales, preferably in Orthopaedics/arthroplasty.
- ⑧ In-depth knowledge of joint replacement procedures, surgical techniques, and implant systems.
- ⑧ Proven ability to build strong customer relationships and close complex deals.
- ⑧ Excellent communication, presentation, and negotiation skills.
- ⑧ Willingness to travel extensively within assigned territory.
- ⑧ Valid driver's license.

Key Competencies:

- ⑧ Existing network of Orthopaedic surgeons and hospital buyers.
- ⑧ Self-driven with strong entrepreneurial spirit.
- ⑧ Comfortable in high-pressure sales environments and operating theatre settings.
- ⑧ Familiarity global Orthopaedic brands.

Kindly note: If you have not heard from us within 14 working days, your application was unsuccessful

FULL JOB SPEC AVAILABLE FOR YOUR PERUSAL

How to Apply: Please submit your resume to: elsa@ottobauthentic.co.za and use the job title and location as the subject