



OTTOBAUTHENTIC

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

Sales Representative – Trauma(Ortho)

Gauteng & WC

R 35 000 to R 55 000

ROLE/JOB DESCRIPTION:

- ⑧ The Sales Representative – Trauma is responsible for driving sales growth, developing strategic relationships with key customers (surgeons, hospitals, procurement teams), and expanding the market share of the client's trauma product portfolio.
- ⑧ The role requires a strong clinical understanding of trauma procedures, as well as a strategic mindset to manage high-value accounts and mentor junior sales staff.

RESPONSIBILITIES:

- ⑧ Sales & Revenue Growth
- ⑧ Product and Clinical Support
- ⑧ Key Account and Stakeholder Management
- ⑧ Market Development & Intelligence
- ⑧ Administration & Reporting

EDUCATION/EXPERIENCE:

- ⑧ Bachelor's degree or diploma in Life Sciences, Biomedical Engineering, Nursing, or equivalent medical/healthcare qualification (preferred).
- ⑧ Minimum 3–5 years of successful sales experience in the medical devices sector, specifically in Orthopaedics - Trauma .
- ⑧ Demonstrated track record of achieving or exceeding sales targets in a clinical environment.
- ⑧ Theatre experience with exposure to hip and knee arthroplasty procedures is essential.
- ⑧ Proficiency in MS Office (Excel, PowerPoint, Outlook) and CRM platforms (e.g., Salesforce, SAP).
- ⑧ Valid driver's license and own reliable vehicle.
- ⑧ Willingness to travel within the assigned region and work flexible hours, including early mornings and occasional weekends (depending on surgical schedules).

KEY COMPETENCIES & SKILLS:

- ⑧ Strong clinical aptitude and technical proficiency with surgical instrumentation and procedures.
- ⑧ Excellent communication, presentation, and negotiation skills.
- ⑧ High emotional intelligence and confidence when engaging with senior clinicians.
- ⑧ Entrepreneurial mindset with strong territory planning and problem-solving abilities.
- ⑧ Professional conduct, ethical selling, and a commitment to patient safety.
- ⑧ Resilience, self-discipline, and a performance-driven approach.

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