



PR/087222 | Area Sales Manager - Northwest

## Job Information

### Recruiter

JAC Recruitment USA

### Job ID

1583852

### Industry

Medical Device

### Job Type

Permanent Full-time

### Location

United States

### Salary

Negotiable, based on experience

### Refreshed

June 16th, 2026 16:00

## General Requirements

### Minimum Experience Level

Over 6 years

### Career Level

Mid Career

### Minimum English Level

Native

### Minimum Japanese Level

None

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

POSITION TITLE Area Sales Manager – Northwest Region

### POSITION SUMMARY

In this position, you will be responsible for identifying new business opportunities, maintaining strong client relationships, and driving sales growth across the Northwest region, including Minnesota, Wisconsin, North Dakota, South Dakota, Nebraska, Kansas, Iowa, Missouri, Wyoming, Montana, and Idaho.

### RESPONSIBILITIES

- Develop and execute sales strategies to achieve and exceed revenue goals
- Build and maintain relationships with O&P clients, distributors, and partners
- Deliver product demonstrations and technical presentations
- Manage the full sales cycle from lead generation to closing

- Collaborate with internal teams to ensure a seamless customer experience
- Analyze market trends and provide insights to support product development
- Prepare regular reports on sales progress and customer engagement
- Represent the company at trade shows and industry events
- Travel up to 70%

#### QUALIFICATIONS

- 5–7 years of B2B sales experience
- Based in the Midwest region
- Proven record of achieving or surpassing sales targets
- Strong communication, negotiation, and presentation abilities
- Capable of managing multiple accounts and priorities
- Self-motivated with the ability to thrive in a fast-paced environment
- Proficient in Microsoft Office, Google Docs, and Slack
- Willingness to travel throughout the Midwest

#### PREFERRED QUALIFICATIONS

- Background in selling O&P technology solutions
- 5–7 years of experience selling into the O&P profession
- Experience with CRM systems and sales tracking tools
- Bachelor's degree in Business, Marketing, or related fields

LOCATION Midwest, U.S. (Remote)

EMPLOYMENT TYPE Full-Time (At-will Employment)

SALARY USD60,000-90,000 + incentive program

#### ADDITIONAL BENEFITS

- Comprehensive benefits package
- Stock options available

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#### Company Description