

District Sales Manager

Ancillary Advantage, Inc., formerly known as OrthoRx, Inc., is a National leader in providing management and administration of orthotic durable medical equipment and pharmacy dispensing programs for orthopaedic physician practices. **Ancillary Advantage, Inc.** manages all aspects of the program for the physician-client, including but not limited to: inventory management, proper product fitting and adjustment, patient education, claim pre-certification and authorization, billing paperwork management, and collection services.

Ancillary Advantage, Inc. is an Equal Employment Opportunity Employer, and a Drug-Free Workforce. We offer a competitive salary with a commission and benefits package.

Job Description:

District Sales Managers develop a professional sales presence within their designated territory of responsibility. Meet **Ancillary Advantage** growth and profitability objectives. Position **Ancillary Advantage** products and services in order to attain optimum market and share. Lead the Company toward strategic alternatives that will maintain dramatic growth. Responsible for sales projection and setting quarterly objectives; develop strategies and submit appropriate budget to achieve objectives. Plan, direct, and control the overall sales function of assigned area to achieve maximum sales, profitability, and growth within budgetary and legal guidelines. Build relationships with and sell to key surgeons, practice administrators, and orthopaedic physician practices.

Qualifications:

- BA/BS or previous equivalent work experience and **strong working knowledge of the orthopaedic community experience preferred.**
- Proven sales success, ability to work long sales cycles with a consultative sales approach with an understanding of financial sell, and strong follow-up skills required.
- Must have a valid driver's license and proof of auto insurance.
- Able to travel based upon the needs of the business.

Specific Skills:

- **Ancillary Advantage** is seeking an employee with a professional image, high trust/credibility factor, leadership, presence and poise, and an engaging personality.
- Highly developed communication skills with the ability to articulate and communicate clearly, which is necessary to deal with orthopaedic physicians and associated medical professionals in their workplace and environment are essential.
- Able to present to individuals and large groups.
- Strong analytical and decision making skills.
- Determination to succeed characterized by a strong work ethic and demonstrated accomplishment of goals and competitive spirit.
- Computer literacy including MS Office (Word, Excel, PowerPoint, Adobe Acrobat).

To Apply:

To be seriously considered for this exceptional opportunity that can change your future, please submit the following information specifying "**District Sales Manager**" in the subject line to careers@orthorx.net :

- Resume in Word format
- Cover letter that includes your salary expectations
- Professional references

Your response will be held in the strictest confidence. Please also visit our website at www.orthorx.net.