

Vascular Access Key Accounts Manager

Adhezion Biomedical, LLC, manufacturer and worldwide marketer of proprietary medical/surgical adhesives, has launched the first and only FDA-cleared adhesive in the world designed specifically for use with IVs. SecurePortIV® Catheter Securement Adhesive is a proven, effective medical device used to secure CVCs, PICCs and peripheral catheters to help reduce pistoning. SecurePortIV also completely seals and protects the catheter entry site with a waterproof barrier which reduces or eliminates bleeding and oozing, thus providing greater patient comfort and saving staff time due to reduced non-routine dressing changes. Additionally, SecurePortIV adhesive possesses unique properties that provide significant potential to reduce infection.

Adhezion is now seeking a highly specialized, experienced, bi-lingual vascular access Key Accounts Manager in Miami and Orlando. The number one responsibility of this Manager will be to achieve or exceed the sales forecast. Managers will also manage, coordinate and conduct efforts for VAC Presentations in hospitals and hospital systems to gain approval for the use of SecurePortIV adhesive in the facilities. The Manager will be responsible to quarterback the five step process from Initial Contact, to Presentation, Trial and VAC Approval, In-service and successful close of the account. The definition of success is to gain account adoption of this unique technology and to secure a consistent monthly SecurePortIV® order pattern. The Manager will continue to cross-pollinate the account for continued growth in all departments within the institution, including but not limited to General OR, Recovery, ICU, ER, Interventional Radiology, Anesthesia, Pediatrics, Dialysis, etc.

This position requires a minimum of 2 years of vascular access sales and/or management experience. Having worked with and/or immediate access to a network of influential Vascular Access personnel within target accounts is very desirable. This position provides a \$90,000 salary with significant commission and bonus opportunities. The position also includes some healthcare benefits and a travel expense budget as the Manager will be expected to travel as much as required to achieve Company sales goals while balancing current hospital restrictions. The Company has had significant success using virtual meeting platforms such as Zoom and Microsoft Teams. Having the skill to present using these modalities is a valuable and important asset as it saves time, reduces travel and expenses. For more information, go to www.SecurePortIV.com

To apply, send resume to: careers@adhezion.com

