

## **Regional Sales Manager**

Endologix, Inc. is a developer and manufacturer of minimally invasive treatments for aortic disorders. The company is located in Irvine, CA, has over 300 employees and is listed on NASDAQ (ELGX). Since launching in the U.S. in 2005, Endologix has experienced average annual growth of 60%+ and was the top performing med tech stock in 2009. The Company's Powerlink® System is an endovascular stent graft for the treatment of abdominal aortic aneurysms (AAA). AAA is a weakening of the wall of the aorta, the largest artery in the body, resulting in a balloon-like enlargement. More than 2 million people in the U.S. have AAA, with 200,000 new cases diagnosed every year. If left untreated, AAAs become increasingly susceptible to rupture. The overall patient mortality rate for ruptured AAA is approximately 75%, making it the 13th leading cause of death in the U.S. More information is available on the Company's website at [www.endologix.com](http://www.endologix.com).

The Regional Sales Manager supervises and directs the activities of the field sales force located within their particular region towards attainment of the company's sales and profit goals.

### ***Essential Duties and Responsibilities:***

- Maintain relationships with key customers.
- Maintain a high competency level relating to technical and clinical product information and clinical skills.
- Must maintain strict adherence to all regulatory requirements as it pertains to product complaint and Adverse Event reporting.
- Meet monthly, quarterly, and annual sales objectives.
- Provide support to the Clinical Affairs Department relating to supporting efforts to obtain necessary clinical follow up, assist in screening and recruiting new investigative sites, and clinically supporting the implantation of investigative devices.
- Collect, analyze and report competitive information to the sales and marketing organizations.
- Conduct annual performance reviews for all subordinates, and continue work towards subordinate development plan.
- Follow and enforce all corporate policies.
- Prepare reports including Monthly reports, expense reports, Periodic general reports, other reports as assigned.

### ***Supervisory Requirements:***

- Develop and maintain an effective organization through the selection, training, compensation and motivation of all subordinate personnel.
- Provide guidance and direction to field sales personnel to assist them in their personal and professional development.
- Oversee and direct the activities of the field sales force for the assigned geographic regions.
- Provide orientation and guidance to new field sales personnel to ensure consistency in presentation and ability throughout the assigned region.

### ***Education, Training, Skills and Experience Requirements:***

- Bachelor's degree (BA)
- Three (3) years of sales management experience in the medical device industry, vascular device experience is preferred.
- Knowledge of Internet software; Spreadsheet software and Word Processing software
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardizations exists
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations.
- Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Must be able to work well with people in an unstructured work environment.