

Sales Representative

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.

The Sales Representative promotes, sells, and services the company's AAA stent graft directly to vascular specialists within an assigned geographic area.

Essential Duties and Responsibilities:

- Possess superior clinical knowledgeable of the Company's products, their clinical application, indications, contraindications, implant techniques and procedural troubleshooting. Be capable of instructing new users and their staff on the use of the products in an in-vitro environment.
- Utilize a clinical sales approach to influence doctor and staff to purchase and commit to using company products. Meets with assigned group of physicians and physician's staff on a consistent basis to promote and detail products and services, relate new product information and receive feedback on the company's products and services.
- Travels throughout assigned territory to call on established and prospective customers to solicit orders, or to qualify them as sales prospects for the company.
- Participate in clinical meetings, exhibitions, and trade shows when designated.
- Understands and supports the company's policies and procedures as it pertains to product complaint handling and required regulatory reporting.
- Meets monthly, quarterly, and annual sales quotas established by company.
- Follows corporate policies regarding customer entertainment and customer relations.
- Collects and reports competitive information to Marketing.
- Prepares periodic reports including weekly call reports, weekly expense reports, periodic general reports, and other reports as assigned.
- Quotes prices and credit terms and prepares sales proposals/contracts for orders obtained and perspective orders.
- Other responsibilities assigned as needed outside the scope of this list, with any special instructions issued at the time of assignment, as required.

Education, Training, Skills and Experience Requirements:

- Bachelor's degree
- Ten years of related experience and/or training.
- Ability to read, analyze, and interpret general business periodical, professional journals, technical procedures, or governmental regulations.
- Ability to write reports, business correspondence, and procedure manuals.
- Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.