**Primary Function of Position:**

Surgeons worldwide are changing the way surgery is performed by utilizing our robotic surgical device to enhance their surgical precision and greatly improve patient benefits. The focus of the **Clinical Sales Representative** (CSR) is to clinically sell to maximize the da Vinci® Surgical System’s utilization in the Syracuse territory.

**Roles & Responsibilities:**

The focus of the **Clinical Sales Representative** (CSR) is to clinically sell to maximize the da Vinci® Surgical System’s utilization across multiple specialties in a specific territory.

. Sample responsibilities include:

* Develop a sales strategy to drive robot utilization across multiple hospital systems in a specific market
* Lead surgical teams through training sessions, Operating Room integration and da Vinci® Surgery applications
* Be a da Vinci® Surgery expert across all primary surgical specialties
* Support regional Sales and Marketing events that create system awareness and procedure adoption
* Develop a da Vinci® Surgery plan for each surgical team to ensure they can use the system independently
* Drive continuous expansion of the user base by working with Key Opinion Leaders
* Mentor new team members to become high performance members of the clinical sales team

**Skills, Experience, Education, & Training**

* Bachelor’s degree required
* 2- 5 years of outside sales experience with a minimum of 2 years in healthcare sales required

We are actively recruiting at this level in the following markets:

* NYC
* Long Island
* Baltimore
* Philadelphia
* South Jersey

We provide market-competitive compensation packages, inclusive of base pay + commission, benefits, and equity. The target pay rate for this position is between $104,000 $110,000.

* #LI-REMOTE

**Clinical Territory Associate**

At Intuitive, we are united behind our mission: we believe that minimally invasive care is life-enhancing care. Through ingenuity and intelligent technology, we expand the potential of physicians to heal without constraints.  
  
As a pioneer and market leader in robotic-assisted surgery, we strive to foster an inclusive and diverse team, committed to making a difference. For more than 25 years, we have worked with hospitals and care teams around the world to help solve some of healthcare's hardest challenges and advance what is possible.  
  
Intuitive has been built by the efforts of great people from diverse backgrounds. We believe great ideas can come from anywhere. We strive to foster an inclusive culture built around diversity of thought and mutual respect. We lead with inclusion and empower our team members to do their best work as their most authentic selves.  
  
Passionate people who want to make a difference drive our culture. Our team members are grounded in integrity, have a strong capacity to learn, the energy to get things done, and bring diverse, real world experiences to help us think in new ways. We actively invest in our team members to support their long-term growth so they can continue to advance our mission and achieve their highest potential.  
  
Join a team committed to taking big leaps forward for a global community of healthcare professionals and their patients. Together, let's advance the world of minimally invasive care.

**Roles & Responsibilities:**

The **Clinical Territory Associate** (CTA) is an early in career developmental role that will partner with the sales team to gain knowledge in all aspects of our business to include technical, clinical, and sales. Sample responsibilities include:

* Assist with surgeon trainings, hospitals robotic development, and overall territory management
* Guide technical in-services for customers to include OR staff, surgeons, etc.
* Sell benefits of advanced technology to existing robotic users to contribute to team overall quotas

**Skills, Experience, Education, & Training**

* Bachelor’s degree required
* Minimum 1-year leadership experience or 1 year of outside sales experience required

We are actively recruiting at this level in the following markets:

* NYC
* Long Island
* Baltimore
* Philadelphia
* South Jersey

We provide market-competitive compensation packages, inclusive of base pay + commission, benefits and equity. The target pay rate for this position is between $104,000 $110,000.