**Associate Sales Representative (ASR)**

**CooperSurgical Inc.**

**Territory: Northeast- Connecticut or Massachusetts**

**About CooperSurgical**

CooperSurgical is a leading fertility and women's healthcare company dedicated to putting time on the side of women, babies, and families at the healthcare moments that matter most in life. CooperSurgical is at the forefront of delivering innovative assisted reproductive technology and genomic solutions that enhance the work of ART professionals to the benefit of families. We currently offer over 600 clinically relevant medical devices to women's healthcare providers, including testing and treatment options.

CooperSurgical is a wholly-owned subsidiary of CooperCompanies (Nasdaq: COO). CooperSurgical, headquartered in Trumbull, CT, produces and markets a wide array of products and services for use by women's health care clinicians. More information can be found at [www.coopersurgical.com](http://www.coopersurgical.com/)

**Job Summary**

Primary purpose of this position is to support the sales efforts of the full line Certified Surgical Sales Representatives and the Independent Manufactures Representatives within the assigned region. This support involves developing and expanding sales in the OR Business Unit to existing and new accounts assuring sales goals are met, and customer needs are satisfied.

As an Associate Sales Representative these goals and target accounts are set by both SBU Senior Management and the Regional Manager they are assigned to. Associate Sales Representatives will be responsible for supporting the sales of all SBU products where appropriate.

**You Will:**

* Individual is required to make sales calls to surgeons of various specialties, operating room management, nursing, supply chain, and administration.
* Individual must communicate to these professionals the various benefits of using CooperSurgical products in their surgical practice and/or operating room.
* Individual must compile weekly and monthly sales and activity reports and submit them to their Regional Manager in a complete and timely fashion.
* Individual must plan and execute their sales plan to obtain the sales and business goals and objectives within their assigned region and territory.
* Individual must complete the training requirements of the products and the surgical applications of those products.  They must pass both interim and final examinations and demonstrate to Training and Sales Management that their clinical and product knowledge, ability to articulate proper assembly, use, clinical application, and maintenance of the instrumentation is within Company Standards.  They must demonstrate to the satisfaction of Training and Sales Management their competency in communicating and training physician, nursing, and cleaning and sterilization personnel, in the proper use and maintenance of the products.
* Individual must maintain up to date certification of their training in Operating Room Protocol for Health Care Representatives, Exposure to Bloodborne Pathogens, and HIPPA regulations as directed.  The individual must also maintain medical documentation and a good documented health profile in order to allow them the ability to comply with customer requirements within their territory.
* Performs other duties as assigned by management.

**You Have:**

* Bachelor’s Degree from an accredited college or university.
* One to two years of documented and verifiable sales experience, preferably within the hospital environment.
* Documented ability to grow sales in previous sales positions.
* Satisfactory and positive responses from business and personal references.
* Able to travel approximately 50% in any given month.
* The individual must also maintain medical documentation and a good documented health profile in order to allow them the ability to comply with customer requirements within their territory.

As an employee of CooperSurgical, you'll receive an outstanding total compensation plan. As we believe your compensation goes beyond your paycheck, we offer a great compensation package, medical coverage, 401(k), parental leave, fertility benefits, paid time off for vacation, personal, sick and holidays, and multiple other perks and benefits. Please visit us at www.coopersurgical.com to learn more about CooperSurgical and the benefits of becoming a member of our team.

To all agencies: Please, no phone calls or emails to any employee of CooperSurgical about this opening. All resumes submitted by search firms/employment agencies to any employee at CooperSurgical via-email, the internet or in any form and/or method will be deemed the sole property of CooperSurgical, unless such search firms/employment agencies were engaged by CooperSurgical for this position and a valid agreement with CooperSurgical is in place. In the event a candidate who was submitted outside of the CooperSurgical agency engagement process is hired, no fee or payment of any kind will be paid.

We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity workplace.

For U.S. locations that require disclosure of compensation, the starting base pay for this role is between $50,000 - $60,000, with a total earnings potential of up to $101,000 at target. The actual base pay includes many factors, and is subject to change and modification in the future. This position may also be eligible for other types of compensation and benefits.

​​​​​