

Regional Account Manager - Los Angeles/Orange County

SynergEyes, Inc. is an advanced-technology contact lens company, providing a complete continuum of innovative products for optometrists. SynergEyes, Inc. manufactures and markets hybrid contact lenses for astigmatism, presbyopia and irregular corneas. Recently, the company expanded their contact lens portfolio to include scleral, corneal gas permeable lenses and soft lenses. SynergEyes is customer-focused and prides itself on having one of the best specialty contact lens sales teams in the industry.

SynergEyes, inc. currently has an opening for an enthusiastic and personable Regional Account Manager (RAM) for the Orange County/Los Angeles area to join our sales team. The account manager is responsible for developing the sales pipeline with new accounts and delivering revenue growth within an existing customer base. The RAM will expand the territory, key accounts and leverage technical resources to serve the customers. They will attain individual sales quota by driving adoption and usage of SynergEyes contact lenses and will effectively position products by influencing decision makers to change prescribing habits based on identifying key value drivers. Contact lens fitting experience is beneficial to supporting new customer transition to fitting specialty contact lenses. Sales growth over the previous year and month is expected.

Key Responsibilities:

Meet and exceed territory sales and margin quota on a monthly basis by developing and executing a territory plan, identifying new business and cultivating and expanding existing accounts.

Effectively manage the territory to maximize sales and make good use of time.

Provide superior customer service and support to eye care professionals by leveraging and connecting customers with the technical consultation team. Technical contact lens fitting skills will enhance our customer experience in meeting the challenge of fitting patients with astigmatism, presbyopia and keratoconus.

Confidently execute company-driven selling strategies to advance business in target offices.

Competency will be critical in terms of SynergEyes product knowledge, contact lens knowledge, market knowledge, and competitive products. Ongoing training will be provided, and an eagerness to learn will be expected. Beginner level NCLE certification is essential to interface professionally with the contact lens fitters in the optometry industry.

Maintain and enhance technical skills on a regular basis

Maintain and enhance selling skills on a regular basis

Must have the aptitude to and ability to learn about new SynergEyes product offerings and demonstrate the ability to successfully and rapidly transition new products into sales growth and to maintain a balanced selling approach in alignment of SynergEyes business objectives.

Must be analytical and maintain and develop forecast and pipeline information and manipulate sales reports, create business plans, and make strategic business decisions to grow business.

Manage territory marketing funds effectively to maximize ROI.

Identify top potential accounts, formulate account business strategies and plans for growth with each account and track their performance.

Qualifications:

- 2+ years' experience in outside sales required with documented sales results with eye care industry or pharmaceutical expertise preferred
- Good oral and written communication skills
- History of success growing account base.
- Well organized and detail oriented
- Capable of handling multiple projects at the same time
- Bachelor's degree required
- Proficient in using computer software programs like CRM or customer service logs.
- NCLE certification preferred, but not required
- Ability for some U.S. travel, generally not to exceed 15%

Please submit resumes to jobs@synergeyes.com