

Technical Sales Representative

Medical Metals, LLC

Medical Metals, LLC is seeking an experienced sales representative to support an expanding line of technically based metallic products. Sales candidate must have a minimum of 3 to 5 years work experience in the medical device manufacturing industry and feel comfortable assisting engineering and buyer groups with specification driven projects. Candidate must have excellent verbal and written communication skills to advance the sales process from idea to manufacturing reality. This process involves meeting with customers to identify needs, building technical teams and value-added relationships between customers and manufacturing principals. Candidate will facilitate meetings and report on customer opportunities that range from R&D thru fully validated manufacturing activities. Some sales opportunities may take 2 + years to complete and others are smooth running manufacturing lines that have been in place for years. Familiarity with metal wire and/or tubular production processes such as drawing, grinding, forming, laser welding, cutting, added value processes and engineered subassemblies will be considered a plus. Additional familiarity with materials such as stainless, nitinol, titanium and cobalt-chrome materials is also desirable. There may be some flexibility to work remotely. Sales candidate will be expected to set up meetings and travel to customer locations a minimum of 10 business days per month. Travel region will be North Eastern US and Eastern Canada. Ideal candidate will be located within a 90 minute drive of home office located in Ridgefield, CT.

Medical Metals, LLC offers base salary commensurate with experience and full benefit package of health care and 401K. Please submit a resume to richgordon@medicalmetals.com for consideration.