

Regional Business Development Manager: ArthroCare Corporation

Job ID SALE07047

Company Name ArthroCare Corporation

Job Category Sales; Legal

Location Miami, FL

Position Type Full-Time, Employee

Salary Unspecified

Experience 2-5 Years Experience

Desired Education Level Juris Doctorate

Date Posted September 23, 2007



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www.arthrocare.com

Regional Business Development Manager

Miami (Dade Co), FL

ArthroCare Corp. (Nasdaq:ARTC) is a multi-business medical device company that develops products based on its pioneering Coblation® technology. The benefits of Coblation technology provide an answer to the challenges of soft tissue management in any surgical specialty where controlled and efficient ablation is of value. Current applications include: Arthroscopic surgery, Spine surgery, Dermatologic surgery, Ear, nose & throat surgery (ENT), and General surgery.

Our greatest achievements come from our greatest assets: ArthroCare's employees. We are continuously seeking new talent to join ArthroCare's winning ranks. People who thrive at ArthroCare are passionate about improving surgical procedures and patient outcomes, have a competitive spirit and winning attitude, and place a high value on teamwork and trust. We offer a competitive benefits package and excellent opportunity for career development.

We currently have an opportunity for a Regional Business Development Manager to join us! Achieve sales in a given geographical area by working with specific surgical practices. Uphold company policies, procedures, and image. Call on accounts directly to achieve sales goals. Attend courses and shows as necessary.

Essential Duties and Responsibilities include but are not limited to: (Other duties may be assigned)

- Selling and Implementing Plasma Disc Decompression (PDD) and the DiscoCare Model within an assigned territory, which includes establishing networks of surgeons, pain physicians, facilities and MRI centers that meet the criteria for treating PDD patients. Essential tasks include:
 - Ensuring that clients from targeted law firms suffering from back, leg or neck pain as a result of an injury from targeted law firms are referred into this network
 - Ensuring that clients are seen by surgeons in a timely manner and the treatment algorithm followed
 - Ensuring that appropriate candidates (as determined by the surgeon) are scheduled for and receive a PDD procedure and that all appropriate paperwork is turned in
 - Ensuring all documentation needed to settle/close cases is turned in to the law firms in a timely manner
- Call points include:
 - Physicians office – Educate the surgeon and staff on PDD benefits, procedure, technique, how to identify potential PDD candidates, correct documentation for approval for the PDD procedure with maximum reimbursement, billing, patient flow and referral patterns).
 - Facility Staff – Educate the staff on PDD benefits, procedure, procedure protocol, technique, correct documentation pre/post procedure, billing, patient flow and referral patterns).
 - Attorney's office – Educate the attorneys and staff on PDD benefits, procedure, technique, how to identify potential PDD candidates, correct documentation for approval for the PDD procedure with maximum case settlement, billing, patient flow and referral patterns).
- Establishing the relationship between a Paralegal or Case Manager and the Physicians nurse, office manager or PA.
- Booking Cases – Step-by-step directions for Case Authorization Forms to be submitted.
- Reporting – A weekly surgeon pipeline report.
- Meet or exceed the sales quota that has been assigned.
- Ensure that company property-samples and equipment, including lot control numbers, overall condition and safety, is accounted for and properly maintained.
- Establish and maintain solid business relationships with all key customers, such as surgeons and hospital/surgery center personnel, within the defined geographic area.

Qualifications:

- Minimum of three years successful outside sales experience
- BA or BS degree (or equivalent work experience)
- Attorneys (or law school graduates) is a big plus!!!
- Need to either be familiar with personal Injury law in respective state or having experience developing physician referral networks
- Excellent communication skills.
- Office equipment and word processing.
- Ability to resolve customer problems and ensure a win-win result.
- Technical aptitude/ability to learn all aspects of the company's products and how they are used in surgery.
- Strong work ethic.
- Ability to build positive working relationships.

For consideration of this and other opportunities please visit our career center at:

<http://careers.arthrocare.com>

Equal Opportunity Employer
www.ArthroCare.com