

## Territory Manager - Canada Canada (Multiple Locations)

Rayner is a leading developer and manufacturer of ophthalmic implants and pharmaceuticals; it specialises in intraocular lenses (IOLs) and related products used in cataract and refractive surgery. Since the development of the first IOL, Rayner has continuously pioneered IOL design with a goal to improve vision and restore sight worldwide. Today, Rayner's mission remains to deliver innovative and clinically superior ophthalmic solutions that respond to the expectations of our global customers to improve sight and quality of life for their patients.

### Why work for Rayner?

Rayner is a unique place to work with its own special culture and people, who are all driven to provide the best visual outcomes for clinicians and patients. We are driven by science to improve performance and safety, and we commit ourselves to be a great partner and to be easy to do business with. Whilst our vision drives and guides what we do, it is our culture and the way we work as well as treat ourselves plus others that form the foundation of what we do. That's why at Rayner we strive to create a workplace where we live our values every day. We invite you to join us on our exciting journey!

### Our Careers

Rayner is more than an IOL manufacturer. We have an entrepreneurial spirit that drives us to pursue our vision, supported by a dedicated team who share our beliefs – from research and development engineers to production, sales and support.

Being ambitious, focused, open, respectful and keeping our promises enable us to take on challenges that other businesses simply won't entertain, and it's those qualities we value and nurture in the people we work with. Rayner is also proud to be an equal opportunities employer.

Rayner has a broad portfolio of products across the patient pathway, including monofocal and premium Intraocular Lenses (IOLs), a full range of Ophthalmic Viscosurgical Devices (OVDs), a family of Ocular Surface Disease (OSD) solutions and RayPRO, our recently launched patient outcomes digital platform.

The purpose of the Territory Manager role is to increase the growth, development, and sales of the Rayner intraocular lens (IOL) medical device portfolio. The focus to start will be RayOne preloaded IOL family.

You will build effective relationships with key opinion leaders (KOLs) and Rayner consultants to harness their cooperation and engagement. You will actively engage in marketing programs for Rayner IOLs at industry conferences. Field-based, the role will include extensive travel within your territory, periodic travel to the US offices with occasional travel to our global UK headquarters.

Your key responsibilities will be:

- Working closely with the International Business Manager, drive NEW business across the territory
- Be accountable for the performance of the territory in line with company targets and objectives
- Manage, maintain, and grow IOL product range
- Actively review sales performance and identify opportunities, potential gaps, and risks to the business
- Develop and update territory business plan in line with objectives to ensure achievement of sales targets, mitigating any risks to the business to ensure the maximum potential revenue objectives are achieved
- Develop new relationships with influential stakeholders within hospitals and ASCs
- Increase Rayner engagement with influential surgeons
- Engage and proactively communicate with external and internal departments
- Responsible for planning own time appropriately to maximise business performance
- Continuously update and input data into company CRM platform
- Develop and deliver professional presentations to a range of audiences
- Work to own initiative, but be supportive of other team members
- Keep up-to-date with new/current products, competitor products, clinical data, and be a “technical expert” in the cataract and refractive market segment

Experience:

Essential

- Successful record of delivering sales strategy and exceeding sales targets
- Ophthalmology experience
- Minimum 4 years related experience selling to surgeons in an operating room environment
- A valid Canadian driver’s license
- The ability to travel related to this role
- Preference will be given to candidates living within 30 miles of the territory

Desirable

- Educated to Degree level or equivalent in a Science, Business or related field
- Sales experience with Intraocular Lenses
- Experience launching new products and managing product life cycles

Please apply by sending an up-to-date CV & covering email to [recruitment@rayner.com](mailto:recruitment@rayner.com)