

## Hospital Account Manager - Great Lakes, West Chicago, USA

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.

We are looking for highly-motivated individual who can directly collaborate with other hospital account manager peers across the country, the region's director, and four specialty sales representatives across the Great Lakes West area (which includes the States of Illinois, Wisconsin, Iowa, Nebraska, Kansas, Minnesota, and North and South Dakota). The ideal candidate will have ophthalmic experience calling on major hospitals in the Midwest Market (with a focus on Wisconsin and Illinois-based hospitals and systems). Experience selling Intraocular Lenses and/or Buy & Bill drugs a plus. Hospital Account Manager will report to the Regional Business Director of the Great Lakes Region.

Your key responsibilities will be:

- To achieve Rayner portfolio usage/approval within systems and at HOPD's, including Teaching Institutions, Veterans Hospitals, Critical Access, etc., in assigned geography
- An on-going promotion of Rayner's FDA approved portfolio of Intraocular Lenses and intraocular solution, Omidria to surgeons and key stakeholders.
- Travel to assigned hospitals/systems with overnight stays where/when necessary

Experience:

Essential

- Bachelor's or Master's Degree
- Minimum of seven years pharmaceutical, biotech. medical device, and/or capital equipment sales experience
- Hospital and/or Ambulatory Surgery Center sales (buy-and-bill) and operating room experience
- Ophthalmic (particularly Intraocular Lens) experience desirable

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