



## **Title: Product Specialist**

Summit Medical, an Innovia Medical Company  
St. Paul, Minnesota  
August 2018

Innovia Medical combines the experience and expertise of Summit Medical, Shippert Medical and Network Medical to help our medical professional partners elevate the delivery of care to improve patient outcomes. We develop products not just for our customers, but with our customers. Our collaborative approach cultivates innovative medical solutions for the global health care industry. Through excellence in design, supply chain management, manufacturing and customer service we put quality at the forefront in all aspects of our business.

### **Job Summary**

Do you like ..... brainteasers?

Do you like to ..... work with your hands?

Do you like to.... design and be spatially creative?

If so, you might be a good fit for our company!

We are a growing medical device manufacturing company located in St. Paul/Eagan. We are a team- oriented facility that enjoys creating solutions for the sterile processing industry. Your primary role will be to design custom trays from spec sheets and images sent from our customers.

You must have mechanical aptitude with a creative twist. If you've worked in manufacturing that required complex assembly, you may be a good fit for this position. Experience in SPD preferred or a related surgical instrument background.

### **Essential Duties and Responsibilities**

- Provide technical support to sales representatives, distributors, customers and prospects
- Design, build, document, photograph custom trays
- Field customer calls and determine the type of assistance needed
- Assist inside sales, sales reps, customer service and management with quote generation to customers and prospects
- Complete projects and other duties as assigned

### **Desired Experience & Education**

- Associates degree in business, marketing, engineering or 2 years related experience
- Knowledge of medical device manufacturing experience
- Knowledge of sales and sales process

- Excellent analytical, Surgical Instrument background or O.R., sterile processing device experience preferred, not required
- Written and verbal presentation skills
- Ability to deliver technical information and presentations
- Strong negotiation and selling skills
- Inventive thinker with the ability to develop customer solutions
- Mechanically inclined with the ability to use basic tools
- Business related computer skills including Microsoft Office Suite

We offer a full complement of benefits including health, dental, life insurance, 401(k) and PTO. Come work for a growing company that offers a fun, collaborative environment with work-family balance.

Qualified applicants should send their resume, cover letter and salary requirements to [careers@innoviamedical.com](mailto:careers@innoviamedical.com).

EOE/Disabled/Veterans