



Spine Sales Representative

Location: Pensacola, FL and Mobile, AL

Travel: Local territory-based travel required

About Medical Ventures:

Medical Ventures is a leading exclusive distributor for DePuy Synthes Joint Reconstruction & Spine, a subsidiary of Johnson & Johnson. We are dedicated to improving patient lives by providing state-of-the-art orthopedic solutions. Our commitment to innovation, quality, and patient care is at the core of everything we do. We are seeking a dynamic and results-driven associate sales representative to join our team and contribute to our mission of transforming healthcare.

Position Overview:

We are seeking an experienced Spine Sales Representative with a proven track record in medical device sales to manage and grow a high-potential territory across Mobile, Alabama and Pensacola, Florida. This role requires strong clinical knowledge, relationship-building skills, and the ability to support surgeons in the operating room.

Key Responsibilities:

- Support surgical case coverage for spine and robotic-assisted procedures
- Develop and maintain strong relationships with key stakeholders, including orthopedic and neurosurgeons
- Identify and pursue new business opportunities to expand market share within the territory
- Deliver product education, training, and presentations to clinical staff
- Manage inventory, case logistics, and ensure product availability for scheduled procedures
- Stay current on industry trends, competitive products, and emerging technologies

Ideal Candidate Has:

- Minimum of 4+ years of spine or orthopedic medical device sales experience (required)
- Demonstrated success in meeting or exceeding sales targets
- Strong understanding of spinal procedures and operating room protocols
- Ability to work in a fast-paced, high-demand surgical environment
- Excellent communication, organizational, and problem-solving skills
- Willingness to travel within the Mobile, AL and Pensacola, FL territory

Preferred Qualifications:

- Established relationships with surgeons and hospital systems in the Gulf Coast region
- Experience providing intraoperative case coverage
- Bachelor's degree or equivalent experience