

Medical Device Sales Representative

Richmond, Virginia | Full-Time | Field-Based

Reports To: Regional Manager

FLSA Status: Exempt

About the Opportunity

TZ Medical is seeking a motivated, relationship-driven Medical Device Sales Representative to support and expand our presence in the Richmond, Virginia territory.

We're looking for someone who understands the healthcare environment, values strong customer relationships, and enjoys connecting clinical needs with practical solutions. Whether you're an experienced medical device sales professional or a healthcare professional interested in transitioning into sales, this position offers an opportunity to make a meaningful impact.

The ideal candidate brings clinical knowledge, familiarity with hospital operations, and established relationships with healthcare professionals and facilities throughout the region.

What You'll Do

- Build and maintain strong relationships with existing customers, including clinicians, department leaders, and hospital decision-makers
- Identify and develop new business opportunities throughout the assigned territory
- Present and demonstrate TZ Medical products to healthcare professionals
- Coordinate product evaluations and provide ongoing education, in-service training, and customer support
- Understand customer needs and recommend appropriate products and solutions
- Collaborate with regional management, independent sales representatives, and internal teams to support territory growth
- Develop and execute territory plans to achieve sales objectives

- Maintain accurate customer information, sales activities, and opportunities in the company's CRM system
- Represent TZ Medical at industry conferences, trade shows, and other professional events

What We're Looking For

Required Qualifications

- Strong interpersonal, communication, and relationship-building skills
- Ability to work independently, manage priorities, and take initiative
- Excellent organizational and problem-solving abilities
- Confidence presenting information and communicating with healthcare professionals
- Willingness to learn technical product information and develop a thorough understanding of customer needs
- Proficiency with common business software and ability to maintain accurate CRM records
- Valid driver's license and ability to meet company insurance requirements
- Willingness and ability to travel throughout the assigned territory

Preferred Qualifications

- Experience working in a hospital, clinical, or healthcare-related environment
- Existing professional relationships with healthcare providers, department leaders, or healthcare facilities in the Richmond region
- Experience in medical device sales, healthcare sales, or clinical product support
- Familiarity with interventional cardiology, cath lab, electrophysiology, vascular, or other procedural environments
- Bachelor's degree or relevant combination of education and professional experience

Clinical experience is highly valued. Previous medical device sales experience is not required for candidates who demonstrate strong clinical knowledge, relationship-building skills, and an interest in developing a sales career.

Work Environment & Physical Requirements

This is a field-based position requiring regular travel throughout the assigned territory, with travel estimated at 40–60%.

The position involves visiting healthcare facilities, conducting product demonstrations and in-service training, attending professional events, and transporting product samples and materials.

Candidates must be able to perform the essential functions of the position, including occasionally lifting or moving materials weighing up to 50 pounds, with or without reasonable accommodation.

Join TZ Medical

At TZ Medical, we believe strong relationships, practical innovation, and exceptional customer support make a difference in healthcare. We're looking for someone who shares those values and is excited to help healthcare professionals find solutions that support their daily work.

Interested in joining our team?

Send your resume and cover letter to careers@tzmedical.com.