



SAVING LIVES,  
ONE HEART AT A TIME

## Job Description

# Regional Sales Manager

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Position:

**Regional Sales Manager**

Reports to:

**Vice President of Sales & Marketing**

Reports to:

**Tucson, AZ**

## Company description:

SynCardia Systems, LLC, a Picard Medical Company, is headquartered in Tucson, AZ. We manufacture and sell the world's first and only US Food and Drug Administration (FDA) and Health Canada approved total artificial heart as bridge to transplant for patients suffering from biventricular heart failure. The SynCardia Total Artificial Heart™ is available in two sizes to accommodate patients' diverse physiologies. The Freedom Portable Driver™ allows clinically stable patients to be discharged from the hospital to enjoy life at home while they wait for a heart transplant. The SynCardia Total Artificial Heart™ has been successfully used in over 2,000 patients and is the most widely used and extensively studied total artificial heart in the world. For additional information and label information, visit us at [www.syncardia.com](http://www.syncardia.com).

## Position description:

SynCardia is looking for a Regional Sales Manager. The Regional Sales Manager will play a key role in driving revenue growth, building strong relationships with hospitals and healthcare professionals, and promoting SynCardia's life-saving solutions. The ideal candidate will embody our company values, demonstrate strong attention to detail, and possess the ability to pivot strategically in problem-solving and plan execution.

## Principal responsibilities:

- Develop and execute strategic sales plans to achieve revenue targets and expand market share within the assigned region.
- Build and maintain strong relationships with key stakeholders, including hospital administrators, cardiac surgeons, and procurement professionals, through regular communication and personalized engagement.
- Lead negotiations with hospitals and healthcare facilities to secure contracts and partnerships for SynCardia's cardiac assist devices.
- Collaborate with cross-functional teams, including marketing, clinical affairs, and customer support, to align sales efforts with company objectives and customer needs.
- Provide training and support to regional sales representatives, ensuring a high level of product knowledge and sales proficiency.
- Stay informed about industry trends, competitor activities, and regulatory changes affecting the cardiovascular field, and adapt sales strategies accordingly.
- Utilize strong attention to detail to track sales metrics, analyze market data, and identify opportunities for growth and improvement.

## Job Description

# Regional Sales Manager

- Demonstrate flexibility and strategic thinking in problem-solving, adapting sales plans and approaches as needed to overcome challenges and achieve objectives.
- Represent SynCardia at industry conferences, trade shows, and other events to showcase our products and services and network with key influencers in the cardiovascular field.

### Requirements:

- Minimum of 5 years of sales experience in the medical device or healthcare industry, with a focus on negotiating contracts with hospitals and healthcare staff.
- Extensive knowledge of cardiovascular medicine and procedures, with established connections and relationships in the cardiovascular field.
- Strong understanding of hospital operations, healthcare economics, and working with physicians and hospital staff.
- Excellent communication and interpersonal skills, with the ability to build rapport and credibility with diverse stakeholders.

### Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field; MBA preferred.
- Demonstrated ability to be flexible and strategic in problem-solving, adapting plans and approaches to achieve objectives in a dynamic environment.
- Values alignment with SynCardia's mission and commitment to improving patient outcomes.
- Strong attention to detail and ability to manage multiple priorities simultaneously.
- Willingness to travel within the assigned region and occasionally nationally for meetings, conferences, and customer visits.

### Application process:

If you are a team player with excellent interpersonal, communication and leadership skills, have a strong sense of ownership and a proven track record of professional medical device sales experience, you should submit your resume with a cover letter indicating the position you are applying for, and highlighting your motivation, skills, background, and salary expectation to [peopleculture@syncardia.com](mailto:peopleculture@syncardia.com). Only applications in English will be evaluated.



#### SynCardia Systems, LLC

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#SynCardia

#### About SynCardia Systems, LLC

SynCardia Systems, LLC, a Picard Medical Company, is headquartered in Tucson, AZ. We manufacture and distribute the world's first and only US Food and Drug Administration (FDA) and Health Canada approved total artificial heart. The SynCardia Total Artificial Heart is the most widely used and extensively studied artificial heart in the world.

#### The SynCardia Total Artificial Heart (STAH)

The STAH has been successfully implanted in over 2,000 patients suffering from advanced stage heart failure. The implant is available in two sizes to accommodate patients' diverse physiologies. The STAH is approved for sale in the US and in Canada where it is indicated for use in cardiac transplant-eligible patients at risk of imminent death from biventricular failure. EU and international approvals are pending. For additional information and label information, visit us at [www.syncardia.com](http://www.syncardia.com).

#### About Heart Failure\*

Heart failure (HF) is a growing burden for the United States and other developed countries due to the aging of their populations. Approximately 6.7 million individuals had HF in 2023 and the prevalence of advanced stage HF has been estimated to be as high as 25% of the total HF populations. Approximately 300,000 (5%) of advanced stage HF are refractory to guideline directed therapy.

#### Medical Advice Disclaimer

The information, including but not limited to, text, graphics, images, and other components contained in this material are for informational purposes only. No information in this material is intended to be a substitute for professional medical advice, diagnosis, or treatment. Always seek the advice of your physician or a qualified health care provider with any questions you may have regarding a medical condition. Never disregard professional medical advice or delay in seeking it because of information you have read in this material.

\* Bozkurt B, et al., *J Card Fail.* 2023 Oct;29(10):1412-1451; (2) Abouezzeddine et al., *Congest Heart Fail.* 2011 Jul-Aug;17(4):160-8.