



## POSITION DESCRIPTION

<b>Job Title:</b> Account Manager
<b>Department:</b> Sales
<b>Reports to:</b> Chief Executive Officer
<b>Revised date:</b> August 13, 2020

[Cast21](#) is a rapidly growing medical device startup whose mission is to change the way the world heals. We are committed to developing safe, innovative products for orthopedic applications. Empathetic and fearless people with a passion for positive change drive the company's success.

### The best candidates...

- Push the boundaries of what is possible - a fearless game-changer ready to change the world, emboldened by ambiguity
- Are empathetic and customer-oriented - a charismatic empath who brings value to relationships with your excellent listening skills
- Exceed expectations - a salesperson who crushes their goals every period
- Are dependable team players - a leader eager to contribute to a startup and work with the team to advance the business

### What to expect

As a **full-time account manager**, you will strategically manage customer and patient relationships through sales efforts with our existing and new partners. The ideal candidate will interact regularly with key stakeholders to build business opportunities and educate our partners to ensure patient and customer success. This position is based in Chicago, and associated travel is expected when critical. If you are a sales warrior who is looking to make a bigger impact for your next company or a customer service expert looking to take more command of your pipeline, please send your resume to [info@cast21.com](mailto:info@cast21.com)

### Roles and Responsibilities

- Drive, onboard, and support key customer relationships, identify them where necessary  
**CLOSE THE DEAL**
- Participate as a key team member to optimize and deliver on key commercialization strategies  
**OWN YOUR DESTINY**
- Participate in related financial and inventory activities  
**HELP US HELP YOU**
- Maintain a high performance culture  
**WORK WITH INTEGRITY**

### Minimum Requirements for this Position

- Self-motivated in the face of ambiguity

- Proven ability to influence
- Excellent written and oral communication
- Flexibility to work outside of 9-5