

Neuro Medical Device Territory Manager - Florida

About Cionic

Cionic is transforming neurorehabilitation with advanced wearable technology designed to improve mobility and independence for individuals with upper motor neuron conditions. We partner with clinicians, rehab centers, and the Veterans Affairs system to bring innovative mobility solutions to patients who need them most.

Position Overview

Reporting to the Chief Commercial Officer, the **Territory Manager (TM)** (Florida) plays a critical role at the intersection of commercial execution and clinical partnership, responsible for driving new patient referrals and expanding clinical adoption across assigned accounts. This individual will initially focus on developing Veterans Affairs (VA) and other rehabilitation accounts, engaging neurologists, building strong relationships with therapists, physicians, and key decision-makers to drive patient identification, product adoption, and bookings.

The TM will own the full sales cycle within their territory. This includes prospecting, account development, conversion, and ongoing account management - while partnering closely with the Mobility Clinical Specialist Sales (MCSS) to deliver clinical education, in-services, and demo support.

This role is ideal for a high-performing, clinically savvy MedTech sales professional with a strong hunter mentality, someone who thrives on opening new accounts, creating opportunities from the ground up, and building momentum in complex environments. All the while forming trusted relationships and directly impacting revenue growth in a fast-scaling MedTech company.

Key Responsibilities

- **Own the Territory:** Develop and execute a strategic territory plan to drive awareness, adoption, and revenue growth across VAs, other rehab sites and neurologists
- **Prospect & Generate Demand:** Identify, target, and engage new referral sources (neurologists, physical therapists) to build a consistent pipeline
- **Drive Conversions:** Manage the sales cycle from initial outreach through evaluation and purchase
- **Build Key Relationships:** Establish and maintain strong relationships with clinicians, administrators, and key decision-makers within target accounts
- **Activate Accounts:** Launch and scale new accounts, ensuring successful onboarding and early utilization
- **Partner with Clinical Team:** Collaborate closely with the MCSS to coordinate in-services, demo days, and clinical education to support adoption and outcomes
- **Deliver Results:** Consistently achieve and exceed territory quotas, bookings targets, and key performance metrics

- **Provide Market Insights:** Share field feedback on customer needs, competitive dynamics, and product performance to inform strategy
- **Ensure Excellence in Execution:** Maintain accurate CRM reporting, forecasting, and disciplined follow-up across all opportunities

Qualifications

Required:

- **Proven Sales Performance:** 3–7+ years of successful MedTech sales experience, with a track record of meeting or exceeding quota
- **Hunter Mindset:** Demonstrated ability to prospect, open new accounts, and build pipeline from scratch in a complex selling environment
- **Clinical Acumen:** Experience selling into clinical rehab environments in the neurology or orthopedics space with the ability to engage credibly with therapists and physicians
- **Relationship Builder:** Strong interpersonal skills with the ability to develop trust and influence across multiple stakeholders
- **Execution-Oriented:** Highly organized with strong follow-through, CRM discipline, and forecasting accuracy
- **Collaborative:** Proven ability to work cross-functionally with clinical, marketing, and leadership teams
- **Adaptability:** Thrives in a fast-paced, early-stage environment with evolving processes and priorities
- **Travel:** Frequent travel within the territory for customer meetings, demos, and events

Preferred:

- Familiarity with HubSpot or similar CRM platforms

Benefits

- Competitive base salary with commission at plan and **uncapped accelerators** for exceeding quota
- **Equity** to share in company growth
- **401(k)**
- Comprehensive **medical, dental, and vision** coverage + FSA options
- **Flexible and unlimited PTO** to manage your territory and schedule
- **Career growth opportunities** with paths into leadership roles
- Best-in-class **tools, training, marketing and cross-functional support** to help you win

Why Join Cionic?

Cionic is a mission-driven company transforming mobility care through cutting-edge neurotechnology. Our FDA-cleared device combines sensing, stimulation, and AI-powered software into a wearable system validated by both clinical research and real-world use.

Joining Cionic means working in a high-growth environment that is not only changing lives, but gaining recognition for its innovation from outlets like Wired and Fast Company. As part of our growing field sales team, you'll be in a high-impact sales role with ample room to grow as we scale nationally. While the team is remote, we're a highly collaborative group with frequent discussions and knowledge-sharing across the organization.

We offer competitive compensation, equity, and benefits, along with performance-driven bonuses. We're looking for people who thrive in sales, and who share our passion for superpowering movement for millions of people worldwide.