

Senior Sales Leader, Imaging & Resection

Location: Boise, Idaho

Company: Sawtooth Surgical Solutions | Arthrex Boise

Position Overview

Sawtooth Surgical Solutions is seeking an experienced, driven sales leader to lead our Imaging and Resection business. This position will oversee strategy, sales execution, team development, and customer relationships across Arthrex Video, Capital, Service, Resection, and Surgical Power.

This is a senior leadership role for someone who can build on our current momentum, develop a high-performing team, and create sustainable growth across a technically sophisticated and strategically important product portfolio.

Key Responsibilities

- Achieve quota across product verticals
- Develop and execute the regional sales strategy for Imaging and Resection.
- Lead growth across Video, Service, Capital Consumables, Resection, and Surgical Power.
- Train, coach, and hold team members accountable for performance.
- Establish clear goals, activity expectations, and key performance indicators.
- Build strong relationships with surgeons, operating-room leadership, supply chain, value analysis, biomedical engineering, and hospital administration.
- Lead capital equipment opportunities from initial discovery through demonstration, proposal, contracting, installation, and ongoing service.
- Coordinate product demonstrations, evaluations, conversions, and new-product launches.
- Maintain an accurate pipeline and provide reliable forecasts to agency leadership.
- Partner with territory sales teams to identify opportunities and expand product utilization.
- Collaborate closely with Arthrex regional and corporate leadership.
- Ensure consistent follow-through and a high standard of customer service.
- Represent Sawtooth Surgical Solutions with professionalism, integrity, and technical credibility.

Ideal Candidate

- Demonstrated success in medical-device, capital-equipment, surgical technology, or orthopedic sales.
- Previous experience leading and developing a sales team.
- Experience across multiple surgical specialties, particularly general surgery, endoscopy, orthopedics, or minimally invasive surgery.
- Strong understanding of complex capital sales cycles and hospital decision-making.
- Experience working with surgeons, operating-room personnel, supply chain, value analysis, and executive stakeholders.
- Ability to translate technical product capabilities into clear clinical, operational, and financial value.
- Strong business judgment, communication skills, and attention to detail.
- Comfortable being measured against clear sales, activity, and leadership expectations.
- Willingness to travel throughout the assigned market and support customer needs outside traditional business hours when necessary.
- Bachelor's degree preferred.

What Success Looks Like

- A disciplined and visible sales pipeline with accurate forecasting.
- Successful execution of strategic capital opportunities and product launches.
- Increased collaboration between the Imaging and Resection team and territory sales representatives.
- Strong customer relationships and dependable post-sale support.
- A capable, accountable, and increasingly independent team.

Our Mission and Culture

Our mission is to **Help Surgeons Treat Their Patients Better.**

We are looking for a leader who will embody the values that guide Sawtooth Surgical Solutions:

Bring Positive Energy • Serve the Mission • Truth Over Comfort • Own It • Raise the Standard • Protect the Standard

Interested candidates or referrals may be submitted directly to Sawtooth Surgical Solutions leadership at Jobs@arthrex-boise.com

