

## Regional Account Executive West Coast (FULL-TIME, EXEMPT)

Department: Sales & Marketing – Medical

Reports to: Director of Sales & Marketing – Medical

Location: Remote (Rochester New Hampshire)

Hours: Full-Time, Monday – Friday

## About LDI Medical

LDI Medical, part of the LDI Solutions family of companies, is dedicated to protecting both the environment and human health through innovative material science. We specialize in medical products designed to enhance safety and improve the quality of care in healthcare and deathcare settings. Our commitment is to bring cutting-edge solutions that meet the highest standards of quality and efficacy.

## Position Summary

Regional Account Executive to drive growth in LDI Medical's core markets, with a primary emphasis on tissue banking and expansion into hospitals and surgery centers. The Regional Account Executive is accountable for driving end-user product adoption by delivering clinical support, building strong relationships, and closing businesses, while working with national and regional distributors to ensure seamless warehousing and delivery.

In ancillary markets (funeral homes, EMS, coroner/medical examiner facilities), the Regional Account Executive will recruit and support niche resellers who take the lead on direct selling and customer relationships. The rep will provide training, education, and program support to enable reseller success while keeping their own focus on core markets.

This role also serves as the foundation for advancement into Regional Sales Management, with the potential to oversee additional Account Executives and/or independent sales agents.

## Responsibilities

- Drive product adoption and revenue growth by directly engaging end users in tissue banks, OPOs, hospitals, and surgery centers.
- Conduct in-person visits, product presentations, training, and clinical support to build trusted customer relationships.
- Close business directly with end users while coordinating with distributors for warehousing and delivery.
- Maintain accurate sales pipeline and forecasting in Zoho CRM.
- Identify and develop niche reseller partnerships in ancillary markets; provide training and enablement to support their success.
- Collaborate with distributors and resellers to maximize territory performance.
- Represent LDI Medical at trade shows, conferences, and industry events.
- Share market feedback, competitive insights, and customer needs with leadership.
- Consistently meet or exceed regional revenue and growth targets.

## Sales & Account Management

- Maintain an accurate and active sales pipeline in Zoho CRM, ensuring all activity is recorded.
- Establish a presence with assigned accounts through regular contact and follow-up.
- Introduce and explain new products, providing performance, testing, and specification information.
- Collaborate with marketing on campaigns and follow up on generated leads.
- Provide market feedback to leadership on trends, competitive activity, and customer needs.
- Coordinate with internal teams to support order fulfillment and resolve customer issues.
- Support customer success through ongoing engagement and responsiveness.

## Qualifications

- 3–5 years of medical device or healthcare sales experience.
- Proven ability to sell directly to end users in clinical environments.
- Experience partnering with distributors for warehousing and delivery support.
- Familiarity with working through resellers to extend reach in niche markets.
- Ability and willingness to travel extensively (up to 50%).
- Strong communication, presentation, and negotiation skills.
- CRM experience (Zoho preferred).
- Professionalism and ability to operate in regulated healthcare environments.

## Why Join LDI?

- Be part of a team committed to innovating and learning to be better together
- Work with industry-leading products and solutions
- Enjoy a growing, collaborative, supportive culture

## Ready to Apply?

If you're ready to help shape the future of sustainable interiors, we want to hear from you! Send your resume and a cover letter outlining your interest and qualifications to [humanresources@ldisolutions.com](mailto:humanresources@ldisolutions.com)