



Clinical Sales Representative

Now hiring in San Francisco Bay Area and Southeast Florida

About Levita Magnetics

Levita® is a pioneering medical device company advancing the future of minimally invasive surgery. Founded by surgeon and innovator Dr. Alberto Rodriguez-Navarro and headquartered in Silicon Valley, Levita is the creator of the MARS® platform, a first-of-its-kind system that combines Magnetic Surgery® and advanced machinery. MARS offers a triple benefit: fewer incisions for patients, enhanced visualization and control for surgeons, and improved efficiency for healthcare providers. Levita is driven by a mission to reduce the footprint of surgery while delivering better outcomes for patients and providers alike.

Position Overview

The Clinical Sales Representative will provide both tactical and strategic support for sales and marketing efforts, concentrating on clinical application and product training for Levita Magnetics' potential and existing customers. This will involve the clinical and strategic implementation and expansion of Levita Programs with engaged customers across the United States. The role will also include collaborating with the sales and marketing teams to spark new interest in Levita technology and its programs.

In addition, the Clinical Sales Representative will enhance training programs and assist in supporting customer training and sales initiatives. This includes coordinating product training sessions for customers, leading key presentations, and conducting demonstrations. Experience in the operating room, familiarity with the laparoscopic surgery market, and a focus on general surgery and/or surgical robotics are preferred.

The role will report to the Vice President of Global Sales within the Commercial organization.

Your Day-to-Day Activities

- Cultivate a deep clinical understanding of MARS robotic technology to effectively communicate and promote its value.
- Educate surgeons and their teams on the clinical benefits of MARS, delivering key messaging and best practices with confidence, enthusiasm, and professionalism.
- Provide training and guidance to surgeons and facility staff, ensuring they are well-prepared to use MARS before, during, and after the procedure to achieve efficient, successful surgical outcomes and high levels of customer satisfaction.
- Regularly assess the effectiveness of the training program, implementing improvements where necessary. This includes spending time with surgeons in the OR after training to evaluate practical application and gather additional feedback.

- Become the go-to expert on MARS for all primary OR procedures, assisting in the development and support of surgical teams.
- Oversee, plan, and execute MARS system installations and ensure case coverage.
- Drive increased utilization of the MARS system by working closely with surgical teams to encourage consistent system use.
- Expand the user base at assigned sites by introducing additional surgeons, specialties, and clinical indications.
- Partner with the VP of Global Sales to collaborate with senior hospital staff and key surgeons, ensuring the successful integration of MARS at new customer sites and maintaining long-term commitment to the system.

Sales Support

- Effectively communicate the clinical, economic, and strategic value of MARS to generate market interest and contribute to the development of the sales pipeline.
- Collaborate with sales and marketing leadership to prospect, engage, and build relationships with new customers to achieve sales targets.
- Develop and implement sales strategies to expand existing MARS programs in the market.
- Assist with product demonstrations and evaluations, onboarding new hospital and surgery center sites, and driving unit sales by securing approvals from leadership and/or value committees.
- Support the execution of the sales plan to boost product utilization and increase volume with both current and prospective surgeons.

Qualifications, Skills & Attributes

- Bachelor's degree in a technical or science-related discipline.
- 3+ years of experience in medical device sales or related fields.
- Experience and interest in the laparoscopic and/or surgical robotics field, with a preference for background in soft tissue surgeries (general, gyn and urology).
- Established network within regional and national US health systems.
- Must be available to travel up to 30% of the time.
- Self-motivated with the ability to thrive in a fast-paced, evolving startup environment.

Qualified applicants, please send an email with your resume to salescareers@levita.com.