



ANDAU MEDICAL

ACUTE CARE TERRITORY MANAGER – BRITISH COLUMBIA

About Andau Medical

At Andau Medical, we're redefining what it means to be a Canadian medical and dental device distributor. As a fast-growing company, we bring innovative, high-quality technologies to market that improve patient outcomes and elevate the clinical experience. Our team thrives on purpose, continuous learning, and a healthy work-life balance—all while having fun doing it.

The Opportunity

We're looking for an ambitious Territory Manager – Acute Care to lead growth across British Columbia, including Vancouver and Vancouver Island. This is an exciting opportunity for a results-oriented sales professional who enjoys autonomy, thrives in a fast-paced environment, and wants to build a meaningful career with a company that values innovation, transparency, and integrity.

You'll play a key role in expanding our presence in acute care settings—operating rooms, critical care units, and surgical specialties—while being backed by strong internal support, clinical onboarding, and manufacturer-led training.

Who You Report To

This role reports directly to the Senior Director, Acute Care Sales.

Key Responsibilities

- Drive business growth across BC by identifying, targeting, and converting new accounts in hospitals and surgical centres.
- Customer service support to existing business and prompt resolution of issues
- Build trusted, solution-focused relationships with clinical, procurement, and executive stakeholders.
- Develop and execute a territory sales plan to meet or exceed quarterly and annual sales targets.
- Lead in-person and virtual product demonstrations, support clinical evaluations, and guide purchasing decisions.
- Collaborate with internal departments to ensure timely quotes, proposals, and support.
- Maintain detailed records of all sales activities and customer interactions in the CRM system.
- Represent Andau at trade shows, conferences, and local events as needed.

Travel Expectations

- Based in the Vancouver area with approximately 20% travel throughout British Columbia, including Vancouver Island and regional hospital sites.

What You Bring

- A proven track record in B2B sales, ideally in the medical device, pharmaceutical, or healthcare industries.
- Knowledge of the healthcare landscape in BC and familiarity with hospital purchasing cycles.
- Excellent communication, negotiation, and organizational skills.
- Self-driven, adaptable, and motivated by results.
- Valid driver's license and access to reliable transportation.
- Customer Service and Outcomes focused support

Nice to Have

- Experience working with public and private healthcare facilities in BC.
- Familiarity with CRM systems (e.g., Zoho, Salesforce) and digital sales tools.
- Clinical background or experience supporting clinical evaluations or product in-servicing.

Why Join Andau?

- Competitive base salary + uncapped commission
- Full benefits package (health, dental, and more)
- Flexible, remote-friendly working model
- Ongoing sales and product training (including manufacturer certification)
- Supportive leadership and opportunities to grow your career
- A culture built on trust, transparency, and teamwork

How to Apply

Submit your resume and cover letter to hr@andaumedical.com. While we thank all applicants for their interest, only those selected for an interview will be contacted.

Equity Statement

Andau Medical is committed to diversity, equity, and inclusion in our recruitment processes and our workplace. We welcome applications from all qualified candidates, including Indigenous peoples, visible minorities, people with disabilities, LGBTQ2S+ individuals, and others who may contribute to our diverse perspectives.