# Business Development Manager – Orthotics

**Ottobock Australia**

Ottobock takes immense pride in its century-long legacy as a leading manufacturer of quality solutions for individuals with amputations and musculoskeletal conditions. With over 50 years of operation in Australia, Ottobock has been dedicated to providing our clients with unparalleled "Quality for life."

**The Role**

The primary focus of the position is to assist customers with the application of our advanced portfolio, including C-Brace, Stance Control Orthoses, and Functional Electrical Stimulation. Your current skills and knowledge will be complemented by comprehensive product training and certification provided by Ottobock at both local and international levels, ensuring exposure to the most advanced components and systems in our industry.

**The Successful Candidate**

As we continue our mission to enhance lives, we are seeking a dynamic Business Development Manager - Orthotics to join our NeuroMobility business unit. This role offers a unique opportunity for a skilled Orthotist to blend clinical expertise with strategic sales initiatives. You will play a pivotal role in driving business opportunities, fostering partnerships, and nurturing customer relations across Victoria, Tasmania, South Australia, and Western Australia, with regular interstate travel.

You hold a Degree/Masters qualification as a Prosthetist/Orthotist, demonstrating a strong commitment to advancing your technical, clinical, and interpersonal skills. Your confidence among peers is evident, matched by a profound passion for enhancing the quality of life for individuals benefiting from Ottobock’s products and services.

**Main Responsibilities**

• Cultivate exceptional customer relationships.

• Support patients with Ottobock product fittings, trials, and assessments.

• Collaborate with specialists in Neurological conditions, conducting educational seminars.

• Forge and maintain relations with healthcare facilities, clinicians, and funding bodies.

• Identify and initiate business opportunities for growth.

• Achieve sales targets for our NeuroMobility product portfolio.

• Contribute to planning and executing company events and trade shows.

• Stay abreast of industry trends and communicate insights.

• Market Ottobock services to clients.

• Manage inquiries and daily administration within Salesforce, liaising with other departments.

• Engage in continuous learning through Ottobock's specialised training programs.

**About You**

• Degree in Orthotics/Prosthetics essential.

• Valid working rights in Australia.

• Proven success in a similar position.

• 2+ years' clinical experience in Orthotics/Prosthetics.

• Passion for delivering optimal clinical outcomes.

• Exceptional people and relationship-building skills.

• Strong communication (written and verbal) and presentation skills.

• Interest in business and sales.

• Ability to work independently and prioritise effectively.

• Proficient in Microsoft Suite.

• Valid driver's license and own vehicle (Car Allowance provided).

**Benefits and Rewards**

• Permanent full-time position.

• Positive and collaborative company culture.

• Supportive team with growth opportunities.

• Competitive Base Salary + Car Allowance + Bonus + Superannuation.

• Relocation Allowance (if required).

• Laptop and mobile phone.

• Birthday Leave and additional festive season leave.

• Paid Company Parental Leave.

• Employee Assistance Program.

We are growing and believe that the successful candidate will grow and succeed with us. You will have the opportunity to be part of a great team under the guidance of a supportive and experienced Business Unit Manager. If this position resonates with you, we welcome your application. Please send your resume along with a supporting cover letter to vladislav.marek@ottobock.com.

Ottobock takes pride in being an equal opportunity employer. We embrace and appreciate individuals from diverse backgrounds, genders, sexual orientations, cultures, physical abilities, and bodies. Our hiring decisions are solely based on skills, qualifications, and merit.