

# A SALES CAREER WITH APPLIED MEDICAL

A NEW GENERATION MEDICAL DEVICE COMPANY





## COMPANY OVERVIEW

Applied Medical is dedicated to providing innovative products that improve patient outcomes and enable the advancement of minimally invasive surgery. As a new generation medical device company, Applied is equally committed to improving the affordability and accessibility of high-quality healthcare. In order to fulfill this commitment, we invest heavily in vertical integration, R&D, advanced manufacturing technologies, and most importantly – the growth of our team members.

Applied is proud to have a **SIGNIFICANT AND SUSTAINABLE IMPACT** on healthcare by delivering technologies that **ENHANCE CLINICAL CARE** and satisfy the pressing economic **NEEDS OF OUR CUSTOMERS**.

## OUR UNIQUE BUSINESS MODEL

### VERTICAL INTEGRATION

One of the main facets of Applied Medical's business model is our strong commitment to vertical integration. Instead of outsourcing our operations, Applied team members develop, manufacture and clinically implement all of our products locally.

Our high level of vertical integration allows us to quickly implement innovative ideas and maintain the control and flexibility necessary to ensure the highest product quality, availability and compliance. Moreover, vertical integration yields operational efficiencies that enable us to provide our customers with clinically advanced technologies and cost savings.

As a result of Applied's **COMMITMENT TO INNOVATION**, the company has an expansive portfolio of **CLINICALLY ADVANCED PRODUCTS** and a pipeline filled with the next generation of breakthrough technologies for **MINIMALLY INVASIVE SURGERY**.



A photograph showing a man with white hair and glasses on the left, and a woman with long brown hair on the right. They are both looking down at a pink circular object they are holding together. The man is wearing a dark suit jacket, and the woman is wearing a black blazer over a white top. The background is a plain, light-colored wall. The image is partially obscured by a white diagonal shape on the left side.

## YOUR CAREER AT APPLIED MEDICAL

Applied Medical team members enjoy a fast-paced and challenging business environment that allows for tremendous personal and professional growth. We invest heavily in the education and development of our team members and encourage them to explore different roles as they grow with our organization. Applied's Field Implementation Training program is carefully designed to prepare high caliber individuals for a successful sales career, allowing team members to develop professionally toward advanced levels of leadership and responsibility.

Founded in 1987 and [HEADQUARTERED IN SOUTHERN CALIFORNIA](#), Applied Medical is a rapidly growing, global organization with more than [3,500 TEAM MEMBERS](#).

# SALES DEPARTMENT OVERVIEW

Applied Medical is experiencing rapid business growth and expansion as the result of a proven business model, commitment to innovation and breakthrough technology introductions in high impact markets. With a history of delivering advanced surgical technologies and a strong reputation in healthcare, Applied Medical representatives are able to truly partner with hospital accounts and contribute in a larger capacity than a typical sales position.



## FIELD ASSOCIATE PROGRAM

For college graduates seeking a professional career in medical sales, Applied Medical offers the Field Associate Program. This is a rigorous 12-month training program, where candidates are taught the fundamentals of operating room sales and how to sell clinically to surgeons, surgical staff and hospital administration.

The program involves 6 weeks of intense training at Applied's corporate headquarters in Rancho Santa Margarita, California, followed by 10-12 months of supervised training in a selected field location in the United States. Upon graduation, candidates are relocated into an open territory as an Account Manager Associate.



## COMMUNITY OUTREACH

Throughout the year, Applied Medical is pleased to provide our team members with numerous opportunities to devote their time and efforts to our common goal of making a positive difference in the lives of others. Applied team members have the opportunity to contribute to and volunteer with several humanitarian and charitable organizations. These volunteer opportunities are great ways to give back to the community and build stronger bonds between team members in the process.



## COMMITMENT TO THE ENVIRONMENT

Applied Medical believes that a healthy community is dependent on a healthy environment, which is why our team members make every effort possible to conserve the Earth's natural resources. Team members analyze the impact that Applied's facilities, operations, team members, and products have on the environment and implement initiatives for ongoing improvement.







## COMPANY CULTURE

Applied Medical is proud to have a culture strongly committed to ethical business practices and the belief that patient safety and regulatory compliance are everyone's responsibility. If you are passionate about working for an organization that allows you to make decisions based upon what is right for the customer, patient, community, and environment, Applied Medical is the ideal place for you.

## COMPANY BENEFITS

Applied Medical is pleased to provide our team members with a competitive compensation and benefits package for a rewarding work/life balance:

- Medical, Vision and Dental Insurance
- Flexible Benefits Account
- 401(k) Savings Plan
- Supplemental Life and Long Term Disability (LTD)
- Tuition Reimbursement
- Vacation and Sick Time

### EQUAL OPPORTUNITY EMPLOYER

*Applied Medical is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, ancestry, national origin, religion, creed, age, mental or physical disability, sex, gender (including pregnancy), sexual orientation, gender identity or expression, genetic information, marital status, military or veteran status, or any other status protected by federal, state or local laws in the locations where Applied Medical operates.*



For more information, please visit  
[AppliedMedical.com/Sales](https://AppliedMedical.com/Sales)

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