Job Posting

Territory Manager, Houston/South Texas

Department: Sales
Location: Houston and South Texas Region
Travel: Greater than 50%

About the Role

Neuros Medical is seeking a highly motivated, results-driven Territory Manager to drive growth and adoption of the Altius® System throughout the Houston territory.

This individual will be responsible for developing strategic accounts, building strong physician relationships, and driving market penetration. The role requires a unique combination of sales expertise, clinical aptitude, and account management skills, with responsibility for supporting the patient journey from identification and evaluation through implantation, programming, and ongoing therapy support.

The ideal candidate is entrepreneurial, relationship-driven, and thrives in a dynamic environment focused on bringing innovative technology to market.

Key Responsibilities

- Develop and execute territory strategies to drive sales growth, account penetration, and adoption of the Altius System.
- Identify, target, and develop key accounts, physicians, and referral sources.
- Lead the sales process and serve as the primary account resource for all aspects of the Altius System.
- Provide clinical and procedural support, including implant support, product education, and ongoing patient programming.
- Partner with physicians and clinical teams to integrate the technology into clinical workflows and support patient adoption.
- Support patient and provider outreach initiatives.
- Present approved company messaging related to clinical value and procedure reimbursement.

- Maintain the highest standards of professionalism and compliance while representing Neuros Medical and its mission.

Qualifications and Experience

- 5–10 years of medical device sales experience; healthcare, pharmaceutical, or clinical sales experience preferred.
- Proven success developing territories, penetrating new accounts, and driving adoption of innovative technologies.
- Experience launching new or disruptive technologies, particularly in markets with evolving reimbursement pathways, preferred.
- Prior experience working in a startup environment is strongly preferred.
- Experience navigating complex sales processes and managing multiple stakeholders.
- Strong business development, relationship-building, and communication skills.
- Highly organized, analytical, persistent, and results-oriented.
- Entrepreneurial mindset with the ability to think creatively and work independently.
- Proficiency in Microsoft Office; Salesforce (SFDC) experience preferred.

Education

- BA or BS degree preferred

Work Environment and Travel

- Field-based position covering the Houston territory.
- Ability and willingness to travel greater than 50% of the time.
- Flexibility to support physician schedules, clinical procedures, and account needs.

About Neuros Medical, Inc.

There are over two million amputees in the U.S., with an estimated 185,000 new amputations occurring every year. Post-amputation pain includes both phantom limb pain and residual limb pain and impacts nearly one million Americans, representing a significant unmet medical need as existing treatment options are limited and consist primarily of opioids and gabapentinoids. Neuros Medical is a privately held company and the maker of the Altius® Direct Electrical Nerve Stimulation System designed for the treatment of chronic post-amputation pain. Our mission is to reduce pain and restore life for people suffering with post-amputation pain. We are a passionate team guided by our

core values and committed to our patients and the healthcare professionals who care for them.

Our Core Values:

Patients First. Team Before Self. Deliver Excellence. Accountable. Humility.