

Job Title: Strategic Account Manager – “Minneapolis”



Department: Commercial Sales

Reports to: Manager, Strategic Accounts

Employment Type: Full-time

About NeuWave

NeuWave Medical pioneers microwave ablation technologies that help physicians treat soft-tissue lesions with precision. Our work spans product development, clinical evidence and field support for the NEUWAVE™ Microwave Ablation platform and ABLATE-IQ™ procedural planning & visualization software. We're a collaborative, hands-on team that moves quickly, prizes ownership and celebrates outcomes that improve patient care. We pair the agility of a focused business with the scale, learning opportunities and competitive benefits. We contribute to studies and registries that build clinical evidence and advance minimally invasive care.

As part of NeuWave, you'll have access to a comprehensive offering of competitive benefits. If you're highly motivated and inspired to help an organization advance human health, NeuWave offers the chance to perform career-defining work--with freedom to develop yourself within a progressive and growing healthcare company.

Position Summary

The **Strategic Account Manager (SAM)** is responsible for developing and executing strategic growth plans within designated health systems and enterprise-level accounts. This role operates at a system-wide level—driving long-term partnerships, standardization initiatives, and enterprise expansion strategies across multiple facilities and stakeholders.

The SAM builds executive-level relationships with C-suite leaders, supply chain, value analysis committees, and clinical leadership to position NeuWave as a strategic partner. This role focuses on multi-site coordination, contract strategy, capital planning alignment, and competitive positioning across entire health systems.

The SAM leverages strong relationships with physicians, clinical stakeholders, and hospital leadership to create long-term account value and expand NeuWave's presence. This

individual serves as both a strategic sales leader and a trusted clinical resource— frequently supporting live procedures, conducting product demonstrations, and developing clinical champions to advance adoption of the NEUWAVE™ Microwave Ablation platform and related technologies.

Key Accountabilities

Strategic Account Management

- Develop and execute comprehensive account plans for key health systems
- Identify growth opportunities across service lines, facilities, and affiliated providers
- Build executive-level relationships with C-suite leaders, Supply Chain, and Clinical Leadership
- Lead contract negotiations and pricing discussions

Revenue Growth & Market Expansion

- Achieve or exceed assigned revenue targets for capital equipment and disposables
- Drive system-wide standardization and expansion initiatives
- Support new product launches and market development efforts within key accounts
- Protect accounts from competitive threats through proactive engagement and value creation

Cross-Functional Collaboration

- Partner with Marketing and Clinical teams to develop tailored education programs and business reviews
- Lead quarterly business reviews and performance discussions with customers

Clinical & Technical Engagement

- Support clinical discussions and strategic product evaluations
- Serve as a trusted advisor to physicians and administrators on clinical and economic outcomes
- Deliver procedural support and product demonstrations as needed

Education, Experience & Skills

- Bachelor's degree required
- Minimum of 6+ years of progressive sales experience in medical device, healthcare, or capital equipment environments

- Demonstrated success managing complex health systems or enterprise accounts
- Proven track record of achieving and exceeding revenue targets
- Experience navigating multi-stakeholder healthcare purchasing processes
- Strong financial and business acumen
- Ability to travel up to 50–60%

Physical Requirements

- Sit or stand for 8-10 hours per day.
- Lift up to 20 lbs.

Location

This position will be based in Minneapolis, MN. Relocation assistance may be available for the preferred candidate.

Equal Opportunity Employer

NeuWave Medical is an equal opportunity employer. We are committed to creating an inclusive environment and do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other protected status.