**Job Description**

NuVasive® is an innovative medical device company focused on developing minimally disruptive surgical products and procedurally integrated solutions for the spine. The Company is the 4th largest player in the $8.2 billion global spine market. With a focus on Speed of Innovation®, Absolute Responsiveness®, and Superior Clinical Outcomes, we are revolutionizing how spine procedures are performed on patients around the world. Join our team of “A Players” and help change spine surgery as a $1 billion Start-up™.

 **Essential duties and responsibilities** include the following.  Other duties may be assigned.

* Business plan development to identify strategic opportunities to optimize market share and profitability.  Work with IOS Market Development team to implement strategies and assist in outlining tactical plans.
* Work with Marketing peers on procedurally integrated solutions for spine surgery.
* Work with technical services team to provide solutions-oriented applications for customers.
* Provide product support to sales force and assist in meeting sales objectives.
* Provide technical expertise and training to a wide variety of audiences including sales, engineering, marketing, and other internal and external customers.
* Conduct marketing analysis to define, develop and implement product and procedure solutions.
* Work with engineering team to coordinate the development of products and procedures to support and grow the IOS business.
* Identify and track market trends, provide guidance on market opportunities.
* Participate in key sales situations for the product.
* Manage day to day progress of projects and products.
* Maintain communication with a wide variety of functional groups to collect and analyze technical, financial, and sales information.
* Perform duties in compliance with applicable FDA and state regulations as well as standards including, but not limited to, ISO 13485.

**Requirements:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.  The requirements listed below are representative of the knowledge, skill, and/or ability required.  Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Education and/or Experience:** Bachelor’s degree from a four-year college or university, Business major or minor strongly preferred, three years of industry experience, or equivalent combination of education and experience.  Operating room experience is preferred.  Neurophysiology background is beneficial.

**Computer Skills:** Proficient and accurate with word processing (Word), spreadsheets (Excel), charting, flow charting, and graphs. Competency in navigating the Internet.

 **Language Skills:** Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

 **Mathematical Skills:**  Ability to calculate figures such as discounts, interest, commissions, proportions, margins, etc.

**Reasoning Ability:** Ability to solve and interpret problems, collect data, establish facts, and draw valid conclusions.

**Physical Demands:** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.  Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and talk or hear.  The employee is occasionally required to walk and reach with hands and arms.

The employee must occasionally lift and/or move up to 75 pounds.  Specific vision abilities required by this job include close vision and the ability to adjust focus.

**Work Environment:** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.  Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually quiet.