

# Smith+Nephew

Smith+Nephew is seeking highly-motivated, qualified individuals with diverse skills and backgrounds who are interested in a challenging career.

We advertise a wide range of jobs, from research and development to marketing and sales, in many of our global locations.

Smith+Nephew is an Equal Opportunity/Affirmative Action Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by applicable law.

Click [here](#) to search for current Smith+Nephew vacancies. Or you can find out more about who we are and what it is like to work at Smith+Nephew or follow us on LinkedIn.



## Roles in Sales & Marketing

Sales & Marketing offer opportunities for graduates and experienced professionals at all levels.

Typical roles include:

- Sales Representatives
  - Product Managers / Marketing Managers
  - Sales Trainers
  - Marketing Communications
  - Commercial Excellence
- (including: pricing, tenders, market access and digital marketing.)

We offer roles at a global, regional and a country market level.

For more information about smith + nephew, please visit [www.smith-nephew.com](http://www.smith-nephew.com)

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## **SALES & MARKETING**

Our Sales & Marketing teams play a key role in strategic planning and commercializing our products, as well as serving and supporting our customers. Our sales force is highly trained, skilled and passionate about enabling better patient outcomes. Becoming a sales professional requires intense training and includes passing a strict certification program.

Surgical device sales representatives must be able to demonstrate a detailed knowledge of all the surgical instruments used to implant a device, or have specific understanding of the various surgical techniques that a customer might use. In our wound management franchise our representatives have a detailed understanding of how patients live with wounds and how clinicians seek to prevent and treat them. Our representatives also help to provide in-hospital support to aid in the effective use of our products.

Our global marketing teams set and deliver the strategic direction of our businesses in conjunction with our regional presidents. At a regional and country market level, our marketing teams deliver our marketing activity. Our marketing teams play a key role in identifying research and development opportunities, delivering marketing communications activity and enhancing our digital offering.

## **MANUFACTURING, SUPPLY & QUALITY**

Our Manufacturing, Supply & Quality teams are responsible for making and distributing our products across the world, while ensuring that we achieve the best in quality and comply with all industry regulations. We take great pride in our manufacturing expertise and have facilities in 12 locations around the world. Manufacturing is responsible for producing high quality products for our diverse, global customer base. Our Manufacturing colleagues are natural problem solvers, have a passion for technology and are dedicated to quality and safety. Through our Global Supply Chain, we are able to ensure that our products reach our internal and external customers when and where they are needed. We have warehouses and distribution facilities in six locations around the world. Within our unified Quality Assurance & Regulatory Affairs teams are responsible for developing and executing the regulatory strategy needed to bring new medical devices to market and maintain compliance with global regulatory requirements. Roles in Manufacturing, Supply & Quality Within Manufacturing, we offer roles for machine operators, engineers and health & safety professionals. Global Supply Chain includes roles in demand planning, supply planning, commercial logistics, warehouse, distribution and customer care.