



#1 in Medical & Home Health Care Supplies



Medical Sales Manager

We are looking for a full-time Medical Sales Manager with a minimum of 3 years sales experience. The successful candidate will be responsible for maximizing the company's sales opportunities for all products within the portfolio. The ideal candidate will have healthcare and medical device sales experience preferably in orthopaedics and working in community health. As a Sales Manager the successful candidates main focus will be to achieve set sales targets, maximize sales through new account development and account management and to ensure that excellent customer relations are maintained and nurtured at all times. The successful candidate must have their own transportation.

Job Requirements

Education

- Bachelor's degree in a healthcare-related discipline (Clinical preferred)
- Evidence of continued professional development in the medical sector

Experience

- Minimum of 3 years' experience in outside medical sales to hospitals and healthcare facilities (Orthopaedic preferred)
- Strong working knowledge of anatomy and physiology
- Experience in dealing with key opinion leaders and/or healthcare decision makers
- Organize clinical discussions with healthcare professionals to discuss patient needs, execute brand strategies and maximize sales
- Experience with establishing relationships in the healthcare businesses industry
- Develop and maintain new referral business with physicians and healthcare institutions
- Strong commercial delivery record, including the ability to meet financial targets and develop account plans
- Demonstrate high ethical and professional standards at all times
- Have good communication skills and product knowledge training
- Workshop/training skills
- Computer skills MS Office & POS Systems

Please fax, mail or e-mail your resume and a minimum of 2 employment references by June 12, 2018

D. Smith

Operations Manager

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Fax : 292-3624 (no phone calls please)

Only short listed applicants will be contacted