



Position:	Territory Sales Manager	Location:	Philadelphia - Northeast
Type:	Full-time / Regular	Date Posted:	2/13/2017
Reports to:	Vice President of Sales		

DUTIES FOR FUNCTION:

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Demonstrates products and services to existing/potential customers and assists them in selecting those products best suited to their needs.
- Establishes, develops and maintains business relationships with current customers and prospective customers in the healthcare market to generate new business for the organization's products/services.
- Makes telephone calls, in-person visits and presentations to existing and prospective customers.
- Research sources for developing prospective customers and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Coordinates sales effort with Marketing, Sales Management, Accounting, Logistics and Technical Service groups.
- Analyzes the healthcare market segment potential and determines the value of existing and prospective customers to the organization.
- Creates and manages a sales activity plan for calling on existing customers and generating new customer opportunities. Creates reports on the outcome/results of sales activity and confers with Sales Manager to determine primary areas of focus.
- Identify advantages, features and benefits of the company's products and compares them with similar products offered by the competition.
- Provides management with verbal and written reports on customer needs, problems, interests, competitive activities and potential for new products and services; documents all activities in CRM.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through reading pertinent literature and consulting with Marketing and Technical Services.
- Participates in trade shows and conventions.
- Thirty-five to fifty percent (35%-50%) travel anticipated.



AREAS OF RESPONSIBILITY (describe responsibility held by this role)

- Analytical thinking – job requires analyzing information and using logic to address work-related opportunities, issues and problems.
 - Attention to detail – Job requires being diligent and thorough in completing work tasks.
 - Initiative – Job requires a willingness to take on responsibilities and challenges. The ability to work on your own with minimal supervision.
 - Dependability – job requires being reliable, responsible, dependable and fulfilling obligations.
 - Achievement/Effort – Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks.
 - Strong computer ability with basic knowledge in Microsoft Office Suite, including Word, Excel, Outlook and Power Point.
 - Ability to deal tactfully with other sales representatives, dealers and customers, especially under stressful and conflicting situations.
 - Ability to prepare and review sales and marketing reports or project progress reports.
 - Ability to lift 15lbs and stand for lengthy periods of time.
 - Experience at working both independently and in a team-oriented, collaborative setting.
 - Able to conform to shifting priorities and customer demands in a high-pressure environment.
 - Must be able to learn, understand and apply new technologies.
 - Strong written and verbal communication skills as well as strong interpersonal skills.
 - Persuasive, encouraging and diplomatic with the ability to elicit cooperation from a wide variety of sources.
 - Ability to consistently make sales calls on a weekly basis.
-

REQUIRED COMPETENCE (specify essential competence needed for this role)

- Bachelors degree or combination of education and relevant experience. Minimum of 3-5 years of experience in previous hospital or medical sales.
- Experience in medical equipment or healthcare industry as a manufacturer's sales representative a plus.