

Account Manager, Physician & EMS Sales.

The key focus of the Account Manager is to manage existing sales and increase sales within an assigned territory. This is accomplished through, cold calling, and by building solid working relationships with customers and by on-site visits.

Qualifications:

- Establishes new accounts by planning and organizing daily work schedule to call on existing or potential customers.
- Prepare sales material by studying the prospective and/or current customer's needs.
- Submits orders by referring to price lists and product literature.
- Keeping management informed by submitting activity and reports using companies ERP, SFA, and CRM software.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, techniques, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems, developing solutions, and making recommendations to management.
- Maintain knowledge of latest medical product and technology by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

Skills / Requirements

- Must have in-depth knowledge of medical products, procedures, and industry knowledge related to the physician and EMS marketplace.
- Job Candidate will be required to travel locally with private vehicle on a daily basis. (Vehicle expenses are reimbursed).
- Must be available to travel domestically occasionally for trade shows, training, etc. Must be a fast learner, team player, and honest.
- Candidate must possess excellent customer service skills, prospecting skills, presentation skills, and closing skills.
- Candidate must be motivated to meet and exceed sales quotes.
- Candidate is required to build a customer base on own within an assigned territory.
- Candidate must be self-confident, and have excellent negotiation and presentation skills.
- Candidates must have excellent writing and computer skills.
- Candidates must have experience using Microsoft Office. (Excel in particular)
- Leadership Skills are a plus.