



VISION IN HEALTHCARE

Job Description

Job Title: Sales/Service Representative - Ireland

Department: SALES/SERVICE

Responsible To: MANAGING DIRECTOR

Responsible For: Sales of all products in designated sales area for niche therapy area's: ENT, Gynaecology, Orthopaedics, and Forensic.

Liaison with: All existing and potential customers, all personnel

Objective: To maintain existing business level and increase sales and market share.

Key Tasks: To develop designated sales area.
Maintain existing customer relations.
Seek out new business
Attend hospital exhibitions
Assist with sales external to designated area as required.
Show initiative and be proactive in your sales approach.
Covering secondary care, SARC centres and Primary care.
Technical products including capital equipment and consumables.
Daily interaction with clinicians, surgeons, nursing staff and procurement.
Installation of any equipment.
Servicing of any equipment.
Servicing and installation support for any DP Medical Personnel or Customers.

Qualifications / Training Required:

Full driving licence
Either qualified to degree level or experienced in a similar role
Ability to show technical competence
Quick to learn
Able to work under pressure

Physical Nature: To be in good health and able to carry out all duties including heavy stock movement.

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by: R. Atkinson

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