

# MEDICAL

S A L E S

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## OVERVIEW

We are currently seeking a Medical Sales Representative to join our clients team in Cork.

Reporting directly to the Managing Director, the role involves all activities in marketing and sales in the new division for medical gases and related equipment.

As this is a new venture, salary and responsibilities will rise as the business progresses. Company car, mobile phone, laptop and travel expenses are included.

This is a unique opportunity to become part of a dynamic and growing company and to personally contribute to this success by developing whilst widening your technical knowledge and developing new skills.

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## RESPONSIBILITIES

- Sourcing new clients and opportunities, both in the private sector and in the public (HSE, universities, etc)
- Developing relationship with clients
- Discussing client requirements
- Collection and interpretation of market and competitor information
- Preparing response documents for tenders
- Planning marketing and sales strategy to achieve the expected targets
- Contributing to the definition of the company objectives in terms of sales, acquisition of new accounts and business development

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## REQUIREMENTS

- A third level degree
- Previous sale experience - preferably in the medical field - with a clear record of customers acquisition and retention
- Good administrative and computing skills
- Good proficiency with Microsoft Office suite, in particular Excel
- A second European language will be very welcome
- Get on well with people
- Ability to deal successfully with people
- Self motivation and a high level of initiative - a person able to demonstrate self-entrepreneurship will be our ideal candidate
- A high level of responsibility in your work including care for details
- Full clean driving licence is a pre-requisite