

Norland @ Swissray International, Inc., the pioneer in bone densitometry technology, is looking for a Regional Sales Manager in the North Central region. This position will assume responsibility for the sale of Bone Densitometer systems to prospects and customers located within the Ohio, Michigan, Indiana, Wisconsin, Missouri, Iowa, Minnesota and Illinois territory. Additional responsibilities include all aspects of the sales process.

DUTIES, ACTIVITIES AND RESPONSIBILITIES:

Present, promote and sell Norland @ Swissray densitometry products/services to existing and prospective customers. Establish, develop and maintain positive business and customer relations in order to increase top-line revenue growth, customer acquisition levels and profitability.

- Present, promote and sell Norland densitometry products
- Establish, develop and maintain positive business and customer relationships
- Utilize cold calling to follow up customer leads
- Expedite resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and results within scheduled timeframe
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and generate status reports
- Update management with reports on customer needs, problems, interests, competitive requirements, and potential for new products and services
- Maintain knowledge of best practice and promotional trends
- Continuously improve through feedback

POSITION REQUIREMENTS:

- Minimum of BS/BA degree with emphasis in Sales/Marketing or Exercise Physiology
- Combination of 2-5 years proven work experience in sales in the following areas:
- Medical equipment, bariatric, nutrition products and/or sports medicine
- Technician, specialist or professional in the area of medical equipment, bariatric, nutrition products and/or sports medicine
- Must be willing to travel 25-50% by car or air
- Familiarity with CRM practices with ability to build productive professional business relationships
- Highly motivated and target driven
- Proficient in MS Office programs
- Excellent interpersonal, communication and organizational skills
- Ability to create and deliver presentations tailored to specific audiences
- Strong attention to detail
- Valid driver's license
- Working knowledge of Marketing/Sales principles
- Ability to lift 75 lbs.

Healthcare is a fast-growing field, as a Regional Sales Manager you will enjoy the responsibilities of challenging work, while earning a competitive salary with excellent benefits, including medical, dental and a 401K plan.