

Swissray International, Inc., the pioneer in direct digital radiography technology, is looking for a Regional Sales Manager in the South West region. This position will assume responsibility for the Sales of Digital X-ray and Bone Densitometer systems to prospects and customers located within the Colorado, Wyoming, Utah, Arizona, Nevada and California territory. Additional responsibilities include all aspects of the sales process.

#### **DUTIES, ACTIVITIES AND RESPONSIBILITIES:**

- Close new business with new and existing customers to meet or exceed the Sales quota assigned for the territory.
- Create Sales Plan for the territory. The plan will contain both qualitative and quantitative information and provide the Regional Sales Manager with the information to capture all available Sales opportunities in the territory. The Sales Plan will be updated annually and executed throughout the year.
- Understanding of All aspects of the sales process, including:
  - Prospecting and identification of potential customers.
  - Creating/managing existing/new customer relationships.
  - Arranging and conducting product demonstrations.
  - Participating in trade exhibitions/conferences.
  - Creating quotations to customers/prospects.
  - Contributing to major proposals for the territory.
  - Managing the Sales forecast for the territory.
- Participate in product/sales skills training as required.
- Participate/contribute to internal Sales meetings.
- Comply with and ensure department compliance with Company health, safety and environmental policies.

#### **POSITION REQUIREMENTS:**

##### **Education and Experience:**

- Minimum five years of experience and demonstrated success in Sales.
- Experience with sales and marketing within a related sales environment.
- Certified X-ray technologist is preferred.
- Experience selling capital equipment preferred.

##### **Knowledge/Skills:**

- Self-motivated and proactive approach to managing a Sales territory
- Establish and maintain a professional relationship with customers/prospects
- Excellent oral and written communication skills
- Ability to present information in front of a large group
- Ability to think strategically and develop strategic plan
- Deal with different personalities and overcome communication barriers
- Will be required to travel domestically on average 70% of the month

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.