

Primary and Secondary Care Sales Executive

2 Field Based Vacancies:

- Southern Home Counties
- South West and South Wales

As a result of the Company's continued growth and expansion we are seeking 2 enthusiastic and self motivated individuals to support the UK and Eire Sales Team, responsible to the National Sales Manager.

JOB PURPOSE:

The prime responsibility of the Primary and Secondary Care Sales Executive is to maximise sales volumes, product usage and distribution of the Company's product range within the designated territory through the existing customer base and the identification and development of new customers

The Primary and Secondary Care Sales Executive will ensure full coverage of the territory both in Primary Care Organisations and Secondary Care Hospitals with the correct level of customer call frequency as defined by the Company from time to time and will at all times, ensure the maintenance of customer goodwill.

KEY RESPONSIBILITIES:

Key responsibilities include, but are not limited to:-

- In conjunction with the National Field Sales Manager, set the overall sales objectives for the territory.
- The achievement of all territory sales volume targets by product and product group taking corrective action where shortfalls occur.
- To set and develop specific objectives for each customer in the territory, to work towards these objectives and maintain records of progress and activity.
- The achievement of customer contact and active selling targets by customer type as laid down by the Company from time to time.
- Within the territory, develop new business opportunities within Primary Care Trusts and Care Home Groups through the networking of Key Opinion Leaders and decision makers to ensure that wherever possible "script switch" is initiated for core product lines

- Within the territory, develop and maintain the business within Secondary Care picking up immediately on any shortfalls in business that may occur through the use of audits and regular analysis of the sales figures.
- To detail the Company's products to the identified customer base ensuring strict compliance with the sales and marketing 'message' as laid down by the Company.
- To carry out product and clinical training with Healthcare Professionals in all Healthcare environments as required
- To ensure that literature and sample stocks are delivered and maintained in all relevant clinics where the Company's products are utilised.
- To comply diligently with all administrative requirements of the job as detailed from time to time.

TO APPLY:

Interested candidates should apply by e-mail attaching a full CV to:-

Jo Adams, National Sales Manager

E-mail: jo.adams@owenmumford.co.uk

NO AGENCIES PLEASE

PERSON SPECIFICATION

<p>Professional education (qualifications)/training</p> <ul style="list-style-type: none"> Recognised business qualification e.g. degree in Business and Finance or Marketing Customer Relationship Management Training Chartered Institute of Marketing 	<p>Desirable Desirable Desirable</p>
<p>Knowledge/experience</p> <ul style="list-style-type: none"> Experience within the secondary care markets within the NHS Experience within the primary care markets within the NHS Previous sales experience in medical devices and/or diabetes field Previous experience of working in pharmaceuticals industry Previous experience of working in a sales environment Good grasp of commercial issues 	<p>Essential Essential Desirable Desirable Desirable Desirable</p>
<p>Specific job skills/abilities</p> <ul style="list-style-type: none"> Highly computer literate eg Excel/Word and PowerPoint Experience of quality management systems Ability to confidently deal with people of all levels 	<p>Essential Essential Essential</p>
<p>Interpersonal skills</p> <ul style="list-style-type: none"> Effective team worker, equally able to work on their own Excellent presentation skills Highly self-motivated/self starter/resilient Strong communication skills Excellent attention to detail Assertive skills Strong negotiation and influencing skills Flexible approach (able to travel) 	<p>Essential Essential Essential Essential Essential Essential Essential Essential</p>
<p>Management skills (if required)</p> <ul style="list-style-type: none"> Leadership skills/managing customers Motivating external teams/customers Build excellent relationships at all levels Quality, Health and Safety and Environmental Standards knowledge 	<p>Essential Essential Essential Desirable</p>
<p>Core Values</p> <p>All Associates must demonstrate commitment to our Core Values:</p> <p>Our People Safety & Quality Customer Satisfaction Innovation Investment for the future</p>	<p>Essential</p>
<p>Terms and conditions</p> <p>Life assurance (4 times salary), opportunity to join a group personal pension 7.5% contributory scheme, laptop, phone, car, on target bonus, lunch allowance, opportunity of three salary increases in the first two years on achievement of personal objectives as set by the National Field Sales Manager</p>	