

Objective:

Looking for talented, motivated medical sales representatives wanting an unlimited earning opportunity

Job Characteristics:

- Must be highly organized
- Attention to detail a must
- Strong computer skills
- Communication skills a priority
- Respond to customers in a timely manner
- Demonstrate professional skills
- Maintain a positive attitude
- Strong pre-existing hospital relationships a plus
- Willing to perform service tasks from time to time

Description of Job Responsibilities:

- Act as the major point of contact (Account Manager) for the accounts you represent
- Act as a problem solving and information resource by solution selling
- Maintain good working knowledge of products and be resourceful to prospects and customers
- Develop relationships with manufacturer sales representatives
- Identify and qualify all the key "Decision Makers" (buying influences) in all key and target accounts
- Create value beyond our products and services in a way that differentiates us from the competition

Compensation:

Position includes healthcare, 401K, expenses, company laptop, and cell phone. Compensation is commission-based with a weekly draw. Weekly draw amount is dependent upon experience level of sales representative.

Job Location: Raleigh, NC

Requirements:

- Bachelor's Degree
- 1 year sales experience
- Valid driver's license

For more information, please contact:

Chris Godfrey
cgodfrey@cmecorp.com