



Objective:

Looking for talented, motivated Sales Representatives that want an unlimited earning opportunity

Job Characteristics:

- ✓ Must be highly organized
- ✓ Problem solving mindset with strict attention to detail
- ✓ Strong written and verbal communication skills
- ✓ Strong computer skills
- ✓ 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
- ✓ Bachelor's Degree with 2-3 years of sales experience

Description of Responsibilities:

- ✓ Act as the major point of contact (Account Manager) for the accounts you represent
- ✓ Act as a problem solving and information resource –solution selling
- ✓ Maintain good working knowledge of products – be resourceful to customer
- ✓ 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 applicant. Position has unlimited earning potential.

Job Location:

Boston, Massachusetts

Requirements:

- ✓ Full-time
- ✓ Bachelor's Degree
- ✓ 3 years Sales Experience
- ✓ Valid Driver's License

All interested parties please contact:

Chris Godfrey

Director of Business Development

cgodfrey@cmecorp.com