



Custom Seating Specialist

Paediatrics Division - South

Etac is a world-leading developer and provider of ergonomic assistive devices and patient handling equipment. Our ambition is to provide solutions that optimise quality of life for the individual, family members and caregivers.

Through our 10 specialised product brands, we offer state-of-the-art products for a wide range of daily needs and care settings, for people at all stages of life. Whether the solution is for a child or an elderly person, our aim is to promote the individual's abilities and improve the caregiver's working conditions – through quality, functionality and design.

Significant growth has been achieved organically and through acquisitions and mergers increasing opportunities for personal development.

An exciting new opportunity has arisen to join our expanding UK team as a Custom Seating Specialist, responsible for growing Custom and seating solutions across the paediatric and wheelchair teams.

Job Title: Custom Seating Specialist

Brands: R82 (specialist seating & hygiene solutions) and Ki mobility (wheelchairs and seating)

Job Summary: This position will be responsible for developing existing and new business within the NHS, special schools, wheelchair services and private retail markets. Working closely with the advisors to help with account managing and supporting current clients providing best in class education and technical support. A “can-do” attitude is imperative.

Essential Job Functions:

To perform the job successfully, you must be able to:

- Perform a physical assessment on clients with disabilities to determine which product is most suitable based on their needs.
- Establish, develop, and maintain positive business and customer relationships.
- Help analyse the territory and market potential for strategic territory planning with the team.
- Develop detailed information regarding market needs and provide product improvement input on an ongoing basis with the product management team.
- Manage existing clinics and key accounts
- Uphold company values and ethical business conduct as well as maintain confidentiality of sensitive information.

Experience and qualities we are looking for:

- Must be able to demonstrate excellent communication skills, verbal and written.
- Experience of working in healthcare/sports leisure sector an advantage.
- At least 2-3 Years market experience in clinical setting with custom seating. Seating and mobility essential.
- BA/BSc level of education an advantage.
- Strong business acumen.
- High degree of competent communication both inside and outside the company.
- Good planning and time management skills.
- Previous success attaining and exceeding sales goals is preferable.
- Drive and determination to achieve and exceed targets.
- Negotiation and presentation skills are vital to the success of this position.
- Understanding of the UK market is highly desired.
- Analytical skills to solve complex problems and make informed decisions.
- Analyse and manipulate data and reports.

Environment:

- Requires occasional overnight travel.
- Home working forms a small part of the role, but it is predominately field based.
- Assist in the setup of trade shows and exhibition stands.
- Demonstrate and assess products alongside healthcare professionals for children/adults with disabilities in homes, hospitals, schools, and care settings.
- Reports directly to the Paediatric Sales Manager – North
- Cross functional team involvement is required

Package:

- Competitive salary.
- Open ended commission and bonus scheme will reward high achievers to a greater extent.
- Company pension scheme.
- Company credit card, fuel card, laptop and mobile phone.
- Company Vehicle.
- 25 Days annual leave

Candidates must be able to demonstrate a desire to work with customers and clients to achieve desired outcomes. Full training and support will be given and be ongoing.

Technical and business competencies will be explored throughout the interview process and stages.

If you would like to apply for this position. Please email Leighton.farley@etac.com with the subject Custom Seating Specialist. Application with your CV and a brief statement on why you want this position with Etac.