

New opportunity - Territory Sales Manager (North) - Mobility & Seating

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.

Etac has a vast product offering and we have established ourselves as market leaders in paediatric products through our R82 brand, quality patient handling products through Immedia & Moliift and more recently we have added Ki Mobility to our range.

Ki Mobility offers new possibilities to our business with the addition of high-end prescriptive wheelchairs for our prospering dealer network and potential new NHS customers. The newly established Wheelchair & Seating division have ambitious plans to introduce a host of products to the UK market and are now looking for salespeople to join this new & exciting team. You will be joining a rapidly growing business and team of over 70 colleagues in the UK at an exciting point in our ongoing development.

Job Title: Territory Sales Manager – North

Brands: Ki Mobility, Etac fleet Wheelchairs, Convaid & R82 buggies, Axiom & Star cushions

Job Summary:

The position will be responsible for developing existing and new business within the dealer network and NHS wheelchair services.

Essential Job Functions:

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

- Establish, develop, and maintain positive business and customer relationships.
- Achieve agreed upon sales targets and outcomes.
- Analyse the territory and market potential for strategic territory planning.
- A high level of interactive communication is required with customers and management in the fulfilment of these duties.
- Drive and determination to achieve and exceed targets.
- Must be able to demonstrate excellent communication skills, verbal and written.

Education/Experience:

- BA/BSc level of education an advantage but not essential.
- Experience of working in healthcare/sales/sports leisure sector an advantage.
- 2-3 Years market experience an advantage especially in mobility devices.

Knowledge/Skills/Abilities:

- Good planning and time management skills.
- Previous success attaining and exceeding sales goals is preferable.
- Negotiation and presentation skills are vital to the success of this position.
- Understanding of the UK market is highly desired.
- Maintain a high degree of complex communication both inside and outside the Company.

Working Relationships

- Reports directly to the Sales Manager.
- Cross functional team involvement is required.

Environment:

- Covering the North
- Requires occasional overnight travel.
- Home working forms a small part of the role as it is predominately field based.
- Assist in the setup of trade shows and exhibition stands.
- Demonstrate and assess products alongside healthcare professionals for people with disabilities in homes, hospitals, schools, and care settings.

Package

- Competitive salary, with 50k OTE in year 1 and 60k OTE in year 2 through open ended commission and bonus scheme.
- Company pension scheme.
- Company credit card, vehicle, laptop & mobile phone.

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 Ryan.Hirst@etac.com with the subject TSM Applic@tion. Include your CV and a brief blurb on why you want this position.