

MEDSOURCE, LLC

Independent Sales Representative

General:

Develop and implement a strategy in marketing orthopedic, physical therapy, and general rehabilitation products with the goal of increasing sales in the territory.

Responsible To:

Territory Sales Manager

Responsibilities and Duties:

Sales

- Schedule appointments and make cold calls on potential and/ or existing referral sources.
- Develop and maintain sales relationships with potential and/or existing referral sources.
- Prepare presentations, including pricing information, within the guidelines approved by the Sales Manager.
- Keep in close contact with the Sales Manager on all marketing ideas and the implementation involved.
- Prepares daily and weekly log sheets for completed sales calls and in-services
- Promotes teamwork among co-workers, including assisting fellow office workers, as needed.
- Demonstrates timeliness, courtesy, sincerity and patience when dealing with customers.
- Markets the company in a positive and professional manner at all times.

Patient Service

- Deliver and Pickup medical equipment from patients.
- Instruct and educate patient on proper use and maintenance of equipment.
- Complete Delivery Ticket & Plan of Care forms at time of delivery.
- Clean, and complete basic maintenance on equipment after pickup.
- Log and track inventory as required.

Expectations:

- Cold calling and visiting new and existing accounts daily.
- Complete In-services for therapists and doctors.
- Complete patient setup, instruction, education.

Qualifications:

Graduate of an accredited high school or GED equivalency or Graduate of a Bachelors degree program in Marketing, Communications or other related field. Have a valid driver's license and have use of a vehicle.

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Experience/Knowledge:

Good organizational skills. Willing to function as a cooperative team member. Responsible and cooperative attitude. Clean and neat in personal appearance. Sales experience in the healthcare industry is strongly preferred.

Physical Requirements:

In an 8 hour day the employee lifts/carries 30 - 75 LBS frequently.

In an 8 hour day the employee stands/walks approx 3-5 hours.

In an 8 hour day the employee sits approx 1 - 4 hours.

In an 8 hour day the employee drives a car/truck approx 4 hours.