

Area Sales Manager

Patient Handling and Bathroom Aids Division, East Anglia & North M25

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.

Our Patient Handling and Bathroom Aids team is well established in the UK, so we are investing in a new Area Sales Manager to join this highly successful team. You will be joining a rapidly growing business with 1400 employees worldwide and a team of over 80 colleagues in the UK at an exciting time in our ongoing development.

Job Title: Area Sales Manager – Patient Handling and Bathroom Aids

Brands: Etac, Molift, Immedia,

Job Summary: The role is to sell our Etac Bathroom Aids, Daily Living, Molift Hoists and slings and Immedia range of manual handling equipment with a focus on Community Equipment and Dealer markets. It involves developing new and existing customers, building professional relationships with healthcare professionals including Occupational Therapists and Moving and Handling Advisers, business owners and procurement and distribution staff. You will work with our Overhead Hoist Category Sales Manager to develop sales of Overhead hoists through a dealer network

Essential Job Functions:

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

- Establish, develop, and maintain positive business and customer relationships.
- Increase levels of business with existing customers
- Develop new business with new customers
- Achieve monthly and annual sales budget
- Carry out individual product assessments for end users with healthcare professionals
- Attend Equipment Review Groups
- Provide market feedback when requested or on your own initiative
- Work with product management in Sweden, Denmark and Poland upon request regarding product development and/or quality

- Manage and maintain product demonstration stock
- Responsible for personal time management, booking appointments.
- Joint working with the Hospital, Wheelchairs and Paediatric Sales Divisions is essential
- Uphold company values and ethical business conduct as well as maintain confidentiality of sensitive information.
- Reports directly to the UK Sales Director.

Education, experience and qualities we are looking for:

- Proven success in a sales role, ideally in the healthcare market but what is most important is a desire to succeed with a dynamic sales organisation.
- Recent graduates looking to build a career in sales with a global organisation operating in the health sector will be welcomed
- Excellent communicator including presentation skills
- Ability to carry out product demonstrations and assessments with healthcare professionals and patients
- Able to demonstrate good planning and organisational skills
- Understanding of the UK market is highly desired
- Must be able to demonstrate excellent communication skills, verbal and written.
- Full training and support will be given and be ongoing.

Environment:

- Covering Cambridgeshire, Bedfordshire, Buckinghamshire, Hertfordshire, Essex, Suffolk, Norfolk
- Requires occasional overnight travel.
- Predominately field based work in sales area.
- Assist in the setup of trade shows and exhibition stands.
- Demonstrate and assess products alongside healthcare professionals for patients

Package:

- Competitive salary (depending on experience) with OTE 60k+.
- 2% unlimited commission and annual bonus scheme will reward high achievers to a greater extent.
- Company pension scheme.
- Company credit card, fuel card laptop and mobile phone.
- Company Vehicle – Transporter/Vito van
- 25 days annual leave

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

If you would like to apply for this position. Please email Andrew.King@etac.com with the subject ASM Application. Include your CV and a brief statement on why you want this position with Etac.