SALES EXECUTIVE - PHOENIX

Medical Solutions, Inc. (MSI), is the market leader in Patient Centered Products for the Operating Room Environment. Our exclusive and proprietary products provide users with an increased level of patient safety and comfort and assist in providing regulatory compliance. We are actively seeking a dynamic, financially motivated sales professional with experience selling capital equipment and disposables to represent MSI's advanced technologies in our Phoenix Territory.

KEY DUTIES/RESPONSIBILITIES:

- Attain revenue goals for the territory.
- Selling in to the Operating Room and other key departments.
- Prospect new opportunities and expand existing business across the entire product portfolio.
- Apply well developed sales skills to navigate complex selling environments, to include the C-level, within acute care hospitals.
- Effectively present, demonstrate and close hospital based revenue opportunities.
- Daily reporting of field sales activities.
- In-service presentations for clinical and administrative personnel.
- Communicate effectively and work closely with hospital clinicians and administrative personnel.

REQUIREMENTS:

- Minimum 1-5 years of B2B sales experience or equivalent..
- Medical, Operating Room, or surgical sales experience preferred.
- Performance metrics supporting over achievement against Plan and/or peers.
- Travel required.
- Proficient in MS Office Suite and Outlook.
- Resides in Phoenix, Arizona.

COMPENSATION:
MSI offers the successful candidate a competitive base salary, an uncapped commission schedule, a year-end performance-based bonus, a company vehicle, and a comprehensive benefit plan (including a subsidized medical Plan and a 401(k) Plan with a Profit Sharing contribution). Commissions are uncapped and compensation at plan is 135k+.

Please respond by sending your resume which includes your documentation of achievements and salary history in confidence to:

hrphoenix@msi-healthcare.com

Medical Solutions, Inc. is an Equal Employment Opportunity employer.

CONTACT US

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