

OUTSIDE SALES REPRESENTATIVE

About Island Mediquip

With five locations on Vancouver Island and a satellite location in Powell River, Island Mediquip is the largest independent dealer of home medical equipment in the region. As a proudly Island-owned and operated business, they have been providing quality home medical equipment on Vancouver Island since 2003. Their goal is to provide customers with reliable and timely service, and they pride themselves on providing quality, cost-effective solutions that meet the needs of the clients they serve.

Position Overview

Reporting to the Chief Operating Officer, the Outside Sales Representative will be responsible for understanding and meeting the needs of clients through the sales of a range of medical equipment products and services in the Greater Victoria region. As someone that is motivated by making a long-lasting impact to patient care, you'll play a crucial role in expanding our market presence and driving revenue growth by building strong meaningful relationships with therapists and other healthcare professionals. This role requires a blend of strong sales skills, industry knowledge, interpersonal expertise, and effective communication to convey the value of our products to clients, ensuring their needs are met and their care is enhanced.

Key Responsibilities

- Develop and implement strategic sales plans to achieve sales targets and expand market share in the assigned territory.
- Identify and prioritize potential customers, including physical therapists and other pertinent healthcare providers.
- Build and maintain strong relationships with key decision-makers to investigate opportunities to generate interest in and ensure that Island Mediquip is meeting their needs and expectations.
- Conduct product demonstrations and educational seminars to educate customers about the features, benefits, and applications of our medical equipment.
- Collaborate with internal cross functional teams to ensure customer satisfaction and resolve any issues or concerns.
- Stay informed about industry trends, competitor activities, and market developments to identify new business opportunities and stay ahead of the competition.
- Prepare and submit sales forecasts, reports, and execute operational performance metrics and dashboards to track progress and report to senior management
- Foster a culture of accountability, collaboration, and continuous improvement.

- Travel when required.

Qualifications

- Post-secondary degree or diploma in Kinesiology, Sports Medicine, Physical Therapy or a related field, or the equivalent in experience.
- Proven experience in biomechanics, healthcare, or a similar role. Experience in kinesiology or physical rehabilitation preferred.
- Keen interest and willingness to gain in-depth knowledge of all facets of medical and mobility equipment and related sales.
- Exceptional communication negotiation, presentation, and interpersonal skills with the ability to build relationships with stakeholders at all levels.
- Demonstrated ability for both curiosity and empathy to effectively understand the client's needs and work in partnership with health care professionals to ensure the right solutions are provided.
- Strong organizational and time management abilities, with a keen attention to detail.
- Self-motivated and goal-oriented with a drive to succeed in a competitive sales environment.
- Demonstrated ability to thrive in a dynamic and rapidly changing environment.
- Basic mechanical and electrical aptitude, or interest, is an asset.
- Willingness to travel as needed.

Salary and Benefits

- \$50,000 base salary plus commission and bonus incentives.
- Comprehensive benefits package, including medical health and dental, and paid time off.
- Flexible schedule.
- Central office location with parking provided and transit access nearby.
- Opportunities for professional development, industry certification, and advancement within the company.
- Company-provided resources and support to help you succeed in your role.
- Dynamic and collaborative work environment with a focus on innovation, excellence, and patient- centred solutions.