

## Job Overview

<b>Job Title:</b>	Field Sales Executive – Medical devices
<b>Department:</b>	Sales
<b>Location:</b>	Field Based Southeast region of the UK
<b>Reports To:</b>	Commercial Director
<b>Direct Reports:</b>	Commercial Director

## About us

TalarMade Ltd have been established for more than 30 years. We are renowned for developing and sourcing best in class products that are sold into the following professions. Orthotics, Podiatry, Pressure Care & Physiotherapy. Based in Chesterfield Derbyshire we extensively cover the UK engaging and interacting with clinicians and key decision makers in the NHS, Community healthcare, Private healthcare.

## General Job Description

Are you seeking to join a progressive an innovative market leading healthcare company? TalarMade are looking to recruit the right person to join our growing team. The key aspects of the role will be to identify opportunities for new and existing business, whilst maximising sales and expanding the engagement of products from the TalarMade portfolio within NHS hospitals, private hospitals private clinics, & community stores, and community health centres across the allocated geographical region.

## Duties and Responsibilities

- To appropriately manage activity and time spent covering your allocated geographical region.
- Identify new opportunities for business development in alignment with the overall business strategy.
- To continually expand our customer base whilst maintain current accounts such as (Hospitals, Community healthcare & Private clinics).
- Collaborate across primary and secondary care to provide solutions to clients from within the TalarMade portfolio.
- To hold training sessions and in-service workshops where necessary to ensure correct use of products by customers and optimise sales and company reputation.
- To attend workshops, study days, and exhibitions as required to promote the product portfolio or specific brands.
- Create strategic business plans, work to deadlines, achieve and exceed sales targets.
- To communicate clearly and in detail with the Commercial Director on key activities and market information.
- To comply with the departments and companies processes and procedures.

<b>Education and Training</b>	
<b>Preferred</b>	<b>Essential</b>
<ul style="list-style-type: none"> <li>• A good understanding of anatomy and physiology</li> <li>• Experience in Orthotics, Podiatry, Pressure care markets</li> <li>• .</li> <li>• Previous sales experience or worked in a clinical role</li> <li>• Understanding of the NHS / ICB /ICS funding and budgets</li> <li>• University degree</li> <li>• Knowledge of commercial business</li> </ul>	<ul style="list-style-type: none"> <li>• Proficiency with I.T such as Word, Excel, SAP or other CRM system, PowerPoint</li> <li>• Full UK Driving Licence.</li> <li>• Enhanced DBS</li> </ul>
<b>Knowledge and Experience</b>	
<b>Preferred</b>	<b>Essential</b>
<ul style="list-style-type: none"> <li>• Experience within the medical devices / healthcare / rehabilitation / pressure care / wound care markets</li> <li>• Clinical Specialist should have relevant clinical experience and certification</li> </ul>	<ul style="list-style-type: none"> <li>• Extensive sales or clinical experience.</li> <li>• Proven track record in sales.</li> <li>• Good commercial awareness.</li> <li>• Ability to work on your own</li> </ul>
<b>Skills and Abilities</b>	
<b>Preferred</b>	<b>Essential</b>
<ul style="list-style-type: none"> <li>• PC literate with a good working knowledge using Microsoft Office packages</li> <li>• Social media aware and competent</li> <li>• Hard working</li> <li>• Resilient &amp; driven</li> <li>• Enthusiastic</li> <li>• Problem solving</li> <li>• The ability to build rapport</li> </ul>	<ul style="list-style-type: none"> <li>• The ability to sell!</li> <li>• Strong Presentation skills.</li> <li>• Relationship builder.</li> <li>• Good communicator.</li> <li>• Organised</li> <li>• Work well under pressure</li> <li>• Good character</li> <li>• A team player not an ego!</li> </ul>

<b>Package</b>	
<b>What we provide</b>	
<ul style="list-style-type: none"> <li>• Attractive base salary</li> <li>• Uncapped quarterly bonus paid (on targets achieved)</li> </ul>	<ul style="list-style-type: none"> <li>• Company pension</li> <li>• Private healthcare (after 1 years employment)</li> </ul>

<ul style="list-style-type: none"><li>• Full company and product training</li><li>• 26 days annual leave plus bank holidays</li><li>• Company car, or car allowance option</li><li>• Phone &amp; laptop</li><li>• Fuel card</li><li>• Paid expenses</li></ul>	
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