

## **Field Sales Executive – Medical Devices**

### London Region

#### **About Us**

TalarMade Ltd is a fast-growing, multi-faceted medical device company specialising in the design, manufacture, and supply of orthotic and pressure care products and services. Established for more than 30 years, we have built a strong and trusted reputation for developing and sourcing innovative solutions across the fields of Orthotics, Podiatry, Pressure Care, and Physiotherapy. Based in Chesterfield, Derbyshire, we work extensively across the UK, engaging closely with clinicians, NHS organisations, community healthcare providers, and private healthcare services. Our products and services are designed to support evidence-based clinical outcomes and improve patient care through innovation, quality, and collaboration.

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#### **About the Role**

Are you a driven, results-focused sales professional looking for your next challenge? TalarMade is looking to recruit the right person to join our growing team. The primary focus of this role will be to identify and develop new business opportunities within the private healthcare market, while also managing and growing existing accounts. Key target customers will include podiatrists, physiotherapists, orthotists, chiropractors, and osteopaths working within private hospitals, private clinics, and privately operated care and nursing homes throughout the allocated geographical region. The successful Field Sales Executive for the London region will report directly to the Commercial Director, with a strong focus on business development, account management, and building long-term commercial relationships within the private healthcare sector across the region.

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#### **Key Responsibilities**

##### **Territory & Account Management**

- To appropriately manage and prioritise activity and time spent covering your allocated geographical region.
- Maintain and grow existing customer accounts across relevant settings including private hospitals, private clinics, and privately operated care and nursing homes.
- Build strong relationships with clinicians, procurement teams, and key decision-makers.

##### **Business Development and Sales**

- Identify and develop new business opportunities in line with the overall commercial strategy.
- Promote and expand engagement with the TalarMade product portfolio through proactive account management and solution-based selling.

- Create strategic territory plans, work to deadlines, achieve and exceed agreed sales targets and objectives

#### Training, Education & Brand Promotion.

- To hold training and demonstration sessions 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.

#### Communication, Reporting & Compliance

- To communicate clearly and in detail with the Commercial Director on key activities and market information.
- Maintain accurate records of customer interactions, opportunities, and sales activity in line with company processes and reporting requirements.
- To comply with the departments and companies' processes and procedures.

## Person Specification

### Education

- Educated to GCSE level (or equivalent), including English and Maths essential
- A-Level education or equivalent desirable
- Bachelor's Degree desirable
- Business, sales, or commercial qualification desirable

### Experience

- Minimum 2 years' field or B2B sales experience - essential
- Demonstrable track record of hitting or exceeding sales targets - essential
- Experience working with healthcare professionals or in a healthcare-adjacent market - desirable
- Experience in Orthotics, Podiatry, Physiotherapy, Pressure Care and Rehabilitation or similar markets - desirable

#### Essential Requirements:

- Hard-working, resilient, and target driven
- Confident and professional communicator
- Ability to build rapport and maintain strong customer relationships

#### Desirable

- Experience using CRM systems
- Knowledge of medical terminology, anatomy and physiology
- IT literacy and proficiency with Microsoft Office including Word, Excel and PowerPoint



- Strong presentation skills
- Ability to work effectively under pressure
- Excellent written and verbal communication skills
- Positive and proactive attitude
- Well organised with strong time management skills
- Good commercial awareness
- Self-motivated and able to work independently
- Professional and approachable manner
- Awareness of social media and digital engagement platforms
- Excellent attention to detail
- Strong problem-solving skills

### Role Specific Requirements

- Full UK driving licence
- Standard DBS Check
- Ability to attend exhibitions, meetings, or training events
- Flexibility to work occasional evenings or weekends
- Willingness to travel
- Subject to right to work checks
- Subject to satisfactory references

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### Why Join us?

- Rewarding sales bonus structure with achievable agreed targets.
- Opportunity to develop sales, product, and healthcare market expertise within a growing and supportive team.
- Opportunities for career progression and professional development.
- Ongoing training and development opportunities.
- A collaborative and friendly working environment.

### What We Offer

- Attractive base salary
- Uncapped bonus paid quarterly (subject to achieving targets)
- Company car, or car allowance option
- Phone and laptop
- Fuel card
- Paid expenses
- 26 days' annual leave plus statutory holidays
- Company pension
- Eligibility for enrolment on level one Westfield Health Cash Plan (after successful completion of 1 years' employment).



- Discretionary sick pay, SSP as standard
- Company events

## Key Information

**Closing Date**            The closing date for applications is once the role is filled.

**Apply**                      Please email an updated CV and covering letter to:

Francis Barrett  
Commercial Director  
[fbarrett@talarmade.com](mailto:fbarrett@talarmade.com)

