**Territory Sales Associate – Midlands and East Anglia**

Are you wanting to develop your career in medical device sales? We are seeking to attract exceptional talent to join our current team of Territory Sales Managers as a Territory Sales Associate.  We offer a competitive remuneration package, a positive working environment and career progression for the right candidate.

**The Company**

Q Medical Technologies Ltd is an independent UK distributor founded in 2004, based in Cumbria. As an organisation we are committed to the supply of products that provide benefits for patients, clinicians, and hospitals*.* We have an ever-growing portfolio that brings innovation and meaningful impact to patients’ lives. We foster a supportive working environment, where skills and contributions are valued and celebrated.

**Profile**

The successful applicant will have previous clinical or sales experience. Going above and beyond to ensure the highest levels of satisfaction for our customers, partners and ultimately the patients we serve is the expectation we place upon our representatives. You will be organized, diligent, dynamic, highly motivated and prepared to work collaboratively and independently as projects dictate.

**Job Description**

You will be working closely with the Key Account Manager on your designated territory and will be expected to manage, grow and maintain sales. You will be responsible for our Breast Reconstruction portfolio including capital and devices. This position is predominately a sales representative role that incorporates theatre based clinical support on an assigned territory and occasionally across the South of the UK.

**Key Duties include:**

· To retain and grow sales of existing and new products in the Q Medical Technologies Ltd portfolio.

· Develop an in-depth knowledge of our products and our competitors.

· Become an expert in the therapy areas in which you are involved to become an acknowledged partner to the medical teams you are assisting in theatre.

· Develop relationships with new and existing customers.

· Maintain communication and follow-up with customers and prospects and be available and responsive to customer’s real-time needs.

· Attend conferences and professional association meetings, exhibitions etc. This may necessitate occasional weekend work.

· Complete sales activity reports and presentations in a timely manner.

Occasional clinical support throughout East Anglia and UK South

· Work collaboratively with the rest of the sales team and support functions.

· Other duties may be assigned.

**Skills and Experience**

· A minimum of 1 to 2 years sales or clinical support experience in Medical Devices.

· Some experience of the NHS and UK Private Healthcare sectors.

· Excellent Communications skills both verbal and written.

· Proficient in Word, Excel and Powerpoint.

**Success Criteria**

· Self-Motivated.

· Results Orientated.

· Positive outlook.

· Adept at building relationships.

· Ability to overcome objectives.

· Good listening Skills.

**Industry**

* Medical Equipment Manufacturing

**Employment Type**

Full Time