United Kingdom Jobs Expertini®

Area Sales Manager

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Company: Network Scientific Recruitment

Location: United Kingdom

Category: other-general

Area Sales Manager – Medical Devices North East Territory £30,000-£40,000 basic + uncapped commission An award-winning medical device company, home to a strong portfolio of recognised brands. As a top supplier to the NHS with a global presence, this company are seeing significant growth. They have a fantastic culture, are supportive and offer great training and career development opportunities. Due to internal progression the business is now looking to add a dynamic and passionate Area Sales Manager to develop end build business across the North East region. Responsibilities will include: Achieve sales targets and weekly and monthly KPIsBuilding long lasting relationships within hospital departmentsSupport with training on your products Analyse the marketplace and competitor activities Develop an effective territory/account sales strategyManage sales process from product introduction, presentation and trial to closing and contract negotiationAttends and presents at external customer meetings and internal meetings You will have: At least 2 years selling experience, managing a territoryPreviously Medical Sales experience is desirable, along with an understanding of The NHS marketplace - however FMCG backgrounds will also be considered Degree educated or relevant experienceResults OrientatedSelf-motivatedFull driving licenceOn offer for this exciting new roles is:£40,000 basic DOEdays holiday plus Bank Holidayscommission

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