

Area Sales Manager

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Company: Network Scientific Recruitment

Location: United Kingdom

Category: other-general

Area Sales Manager – Medical Devices South West and Wales 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 South West and Wales region. Responsibilities will include: Achieve sales targets and weekly and monthly KPIs Building long lasting relationships within hospital departments Support with training on your products Analyse the marketplace and competitor activities Develop an effective territory/account sales strategy Manage sales process from product introduction, presentation and trial to closing and contract negotiation Attends and presents at external customer meetings and internal meetings You will have: At least 2 years selling experience, managing a territory Previously Medical Sales experience is desirable, along with an understanding of The NHS marketplace - however FMCG backgrounds will also be considered Degree educated or relevant experience Results Orientated Self-motivated Full driving licence On offer for this exciting new roles is: £40,000 basic DOE days holiday plus Bank Holidays commission

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