

Sales Representative - Sports Medicine

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Company: Guided Solutions

Location: London

Category: other-general

Our client is a leading manufacturer of medical devices within the Orthopaedic space. In order to meet and generate demand for the technology, we have been tasked with identifying and recruiting a Sales Representative - Sports Medicine who will cover North West Thames, West London, Northants, Surrey, West Sussex, Hamps (UK) territory.

The ideal candidates should be proactive, dynamic and well organised by nature and combine excellent communication skills with a strategic mindset.

Key Responsibilities of the position will include:

- Overall responsibility for the financial output of the region
- Collaboration with Marketing and Sales leadership in the creation and implementation of a region-specific sales strategy
- Building and maintaining strong relationships with key hospital stakeholders
- Natural ability to leverage key stakeholder relationships to gain access to decision makers
- Ability to manage customer requirements effectively, and where appropriate improve and increase the scope of the product offering they are utilising

In order to be considered for this position candidates must closely match the following reference profile:

- Education to degree level within life science or business-related discipline
- Demonstrable track record of sales success within Medical Devices within the Orthopaedic field/ Sports Medicine
- Proven ability to influence high-level purchasing decisions and manage relationships effectively

- Willingness and drive to work autonomously

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