

Appointment Opportunity: Field Sales

Brief Job Description

Field based sales role: As part of a small, growing and successful sales team the successful candidate can expect:

- a. Competitive salary
- b. Performance related bonus scheme
- c. Company Car
- d. Mobile phone

Territory: South London & South East England

Reporting to: National Sales Manager.

Areas of accountability: To achieve and maintain growth of your territory as set out by your sales manager. To Build and maintain good customer relationships. Constantly increase own and competitor product knowledge. Build a good understanding of Anatomy and Physiology in relation to our products. A high level of business acumen and territory planning skills are essential. Accurate and timely reporting including maintenance of a customer database. Presentation skills. Ability to work as part of a team.

Key product areas: Orthotic & Paediatric Footwear, external bracing products such as ankle foot orthosis and spinal braces.

Ideal Candidate: Located on territory within 1 hour of London. An aptitude and enthusiasm for orthotic sales and a desire to achieve is a pre-requisite. The candidate must have the ability to work on their own initiative with only limited supervision. Self motivation, good organisational abilities, excellent communication skills, and a team player that has a competitive edge are also essential requirements. A good candidate will have the ability to assimilate complex product information in order to detail and present products successfully.

Experience: Ideally the successful candidate should have proven record in hospital sales (orthotic sales would be preferred). Consideration will also be given to applications from health care professionals who wish to move into a sales role. In addition, high calibre candidates that have relevant industry experience may be considered.

Minimum Qualifications and Requirements:

- a. Full U.K. driving licence
- b. Good standard of education (preferably A level or higher)
- c. Good English language skills
- d. IT skills in Microsoft Word, Power Point and Excel
- e. A proven track record in hospital sales (orthotic sales would be preferred). Consideration will also be given to applications from health care professionals who wish to move into a sales role. In addition, high calibre candidates that have relevant industry experience may be considered.

Application: Apply in writing to Simon Mills, National Sales Manager enclosing your C.V. along with your remuneration package expectations.

Gilbert & Mellish Ltd
3 Lightning Way
West Heath
Birmingham B31 3PH

Email: simon.mills@gilbert-mellish.co.uk

Closing Date: 16 May 08

Strictly no recruitment agents or consultants

Gilbert & Mellish Ltd is an Equal Opportunities employer and complies with:
The disability discrimination Act 2005
Employment Equality (Age) Regulations 2005
All relevant applicable employment Acts