

Territory Sales / Medical Device / Cardiograph / Stress

Coffey Medical, a manufacturer's rep firm for Philips Healthcare, is hiring a Territory Sales Representative to be based in Indiana or Ohio.

COMPANY:

Coffey Medical is a 24-year-old manufacturer representative and distributor of **specialty medical device and software technology**. We market and sell to U.S. hospitals and the out-of-hospital market. Besides managing sales nationally for **Philips Zymed Holter solution**, we handle sales to all hospitals in 16 states for **cardiograph and stress testing devices**. Since 1991, **Coffey Medical** has been aggressively growing every year through its **outstanding sales strategies**.

OPPORTUNITY:

As our **Territory Sales Rep**, you will cover the **Indiana, Ohio, Michigan, Kentucky and Tennessee** market. **Develop new business** for **Philips Healthcare's cardiograph and stress test** product line by using your professional sales talents to call on an extensive database of prospects and established customers. Based in the Indiana or Ohio territory, you will use traditional **inside/outside sales strategies** to close new business with viable prospects (Department Managers in hospitals and Business Managers in physician practices.) Using **advanced technology sales tools**, build a robust sales pipeline through your disciplined sales activity. Reporting to the President/Sales Manager, you will receive coaching, mentoring, and product training along with **world-class sales skill training**. This is an existing territory with established customers and a funnel health of opportunities already established.

KEY ACCOUNTABILITIES:

- **Meet and exceed all sales goals.**
- **Develop new business** by regularly **Cold Calling** on **hospitals and physician practices** in your multi-state territory.
- **Develop leads from Philips Zymed Holter's system reps and Philips marketing efforts.**
- **Deliver sales presentations** to key prospects and convert prospects to customers by moving opportunities to closure.
- **Maintain CRM database** of existing, new, and potential customers **using Salesforce** and recording sales activity daily.
- **Participate in weekly sales meetings.**

SUCCESS FACTORS:

- **3+ years of outside sales experience** with at least 2 years selling to **hospitals and/or physician practices**.
- Bachelor's Degree required, preferably in sales, business, or similar field.
- Prefer experience **selling medical devices software or diagnostic devices**.
- Experience working and traveling a multi-state territory. 40-50% travel.
- **Proven track record of success** in generating **your own** leads, negotiating, and closing sales.

COFFEY MEDICAL

- Ability to work in a fast-paced, self-directed entrepreneurial environment.
- Highly proficient computer skills including **Excel, Word, and Outlook**.
- Avid user of **CRM software solutions**; experience with **Salesforce** is a plus!
- Excellent organizational, time management, and follow up skills.
- Highly energetic, **driven self-starter**.
- **Burning desire to earn \$100k+ and willing to do what it takes to make it happen!**

COMPENSATION AND BENEFITS:

Coffey Medical will reward your talents with an attractive **base salary of \$40-60k, plus a lucrative quarterly and annual incentive commission/bonus plan!** First year total compensation expected to be **\$80k+**. **Second year income expected to be \$80k -150k+**. There is no limit to compensation for star performers.

APPLY NOW:

If you are a **proven healthcare sales professional**, we encourage you to send us your cover letter and resume today. **Coffey Medical requests that all candidate and recruiter inquiries be directed to Sandra Putt.** (email: Sandra.Putt@Coffeymedical.com).

To learn more about **Coffey Medical**, please visit **www.coffeymedical.com**