

SALES REPRESENTATIVE – SOUTHERN TEXAS TERRITORY

Primary Responsibilities:

Manage all sales functions within assigned territory. Maximize sales and profits to meet Brewer's sales quotas. Develop and drive sales efforts by showing and demonstrating the Brewer products to our dealers and end user customers, i.e. doctors, hospitals, government facilities, IDN accounts, outpatient facilities and other health care professionals.

Duties:

Conduct sales activities to ensure sales within specific territories meet or exceed quotas while remaining within budget expense parameters to maximize profitability of territory.

Travel to demonstrate and sell Brewer products. (A van is provided to transport tables to customers for demonstration.)

Conduct regular sales and training meetings with the dealers in the assigned area.

Quickly return calls and respond to customer and internal requests within a 24-hour period of time.

Manage and submit territory database and manage rep contact information with Brewer Sales Analyst.

Active usage of Brewer's CRM or other contact/activity management program as required on a daily basis.

Manage time in the field with attention to detail and follow-up. Make sure all reps in your territory are aware of your support. Touch each dealer rep in your territory once per month either by phone, e-mail or personal contact.

Develop personal relationships with all the dealers in assigned area, with attention to senior management of the local and regional distributors, local sales managers, regional managers and operations managers of the national distributors.

Establish a thorough understanding of those markets in which Brewer competes, i.e. acute care, primary care, GPO, IDN and Government facilities. Gain and demonstrate thorough knowledge of those factors specifically impacting the territories such as economic or competitive activities, etc.

Create company awareness of specific market trends that currently affect the sales representative's ability to sell Brewer products into their specific geographic marketplace. Identify new opportunities for future participation by the company.

Administer appropriate Brewer sales and marketing programs, such as special promotions and specific national account programs.

Prepare and submit required administrative paperwork such as expense reports, weekly activity reviews, territory reports, sample accounts, transfers, etc., in a timely manner.

Maintain up-to-date customer files and perform other general administrative duties in accordance with company policies.

EDUCATION AND EXPERIENCE REQUIREMENTS:

Requires a Bachelor's Degree and minimum of two years selling experience related to the health care industry. Must have a clean driving record and ability to push/pull up to 600 lbs. Ability to read, analyze and interpret general business documents, reports and professional journals.