

Sales Specialist Operating Room (OR) Team

Maternity Cover

The Role:

PEI is committed to delivering a first-class service. Its sales representatives are provided ongoing sales training and equipped to give expert advice on their product portfolio. A focus on Customer Obsession together with detailed product expertise ensures our unrivalled customer care and excellent on-going product support, which have become synonymous with the PEI brand.

You will work with PEI's OR Team across the complete OR product portfolio. Your role will be to increase sales revenue and profitability, drive new business, coordinate and carry out product trials, support existing business, and educate customers on new market trends & products in conjunction with the OR Sales team. The OR business has a 32-county focus; however your primary focus will be Dublin, West and South of the Country. There may be times where flexibility to cover hospitals outside this territory are required.

The Person:

You are someone with an ability to get things done, with a hunger for achieving new business. Your enthusiasm and awareness of business provides the foundations for the development of in-depth relationships in your role. Your self-motivation and excellent communication skills allow you to excel in both a team and individual environment. You are flexible with a positive attitude to change and the confidence to challenge the status quo and introduce smarter ways of working.

The Company:

Named a "Great Place to Work", PEI is a leading medical and surgical sales, marketing and distribution company. PEI's product portfolio includes major brands from world class manufacturers such as DePuy Synthes, Ansell, Xodus Medical, Butterfly, and ResMed. This is an exciting opportunity to work for a company whose focus is in developing its people and ensuring they are equipped to provide service solutions to its customers.

Basic Requirements:

- Sales experience required.
- Strong sales drive and work ethic is essential
- Clear communicator with ability to deliver presentations and product demonstrations to surgical staff.
- Can deal with several tasks at once, is able to adapt to most situations.
- Commercial understanding and planning a key advantage.
- Knowledge of the operating theatre market in Ireland desirable.
- Operate at all times in a way that maintains a positive customer perception of the PEI brand. Understands and delivers on key behavioural standards, as set out with Sales Manager.
- Computer literate in Outlook, Word, Excel & PowerPoint.
- You will have a relevant Business/Sales and/or Clinical qualification.
- A clean, full driving license.
- Successful candidate will ideally reside within the primary focus territory.

Roles & Responsibilities:

Reporting to the Sales Manager and working with the wider team your role and responsibilities reflect PEI's key principals:

- Be highly motivated to improve patient and healthcare worker outcomes.
- Ability to identify commercial opportunities in the marketplace and to execute on same in a timely, efficient way.
- Identify Key Decision Makers and develop successful commercial relationships at an early stage.
- Foster a teamwork approach with all colleagues to achieve business goals.
- Ability to maintain files and account management plans.
- Grow market share and profitability through actively increasing sales revenue.
- Provide our customers with differentiated customer service and support.
- Develop customer relationships and build brand loyalty with key customer groups.
- Assist in developing education programmes relating to customer and company requirements.
- Support existing business through on-going clinical education and product training to customers.
- Keep up to date on market and product developments.
- Communicate effectively with the Sales Manager on business opportunities and activities.

PEI Compensation Package:

An attractive package will be available for the right candidate.

To apply for this position, please send your C.V. and cover letter to hr@pei.ie, and include the job title and your name in the subject line of your email.