

Medical Supply Outside Sales Representative (DME)

Location: North Carolina (Territory-Based | Remote/Hybrid)

Type: Contract (1099 | Temp-to-Perm Potential)

Compensation: 100% Commission | High Upside

Schedule: Flexible

About the Role

We are a growing, 2-year-old DME and medical supply company seeking an experienced Outside Sales Representative who thrives in a build-stage environment. This role is ideal for a proven healthcare sales professional who is comfortable creating momentum, building referral relationships, and driving revenue without relying on a fully mature corporate infrastructure. If you are resourceful, relationship-driven, and motivated by commission-based earnings, this is an opportunity to own and grow a territory as the company scales.

What You'll Do

- Develop and grow a North Carolina sales territory, generating consistent referrals and revenue
- Build and maintain relationships with:
 - Physicians
 - Therapists
 - Hospitals, clinics, and outpatient facilities
 - Case managers and discharge planners
- Educate referral partners and patients on DME and medical supply solutions
- Identify and penetrate underserved or high-opportunity clinical markets
- Execute independent prospecting, outreach, and follow-up
- Conduct in-person and virtual product presentations
- Collaborate with internal operations to support order fulfillment and patient satisfaction
- Track sales activity, pipeline, and performance
- Operate in full compliance with HIPAA and applicable healthcare regulations

Who You Are

- 2+ years of medical, DME, or healthcare outside sales experience (required)
- Comfortable working with limited structure in a growing organization
- Self-directed, disciplined, and able to manage a territory independently
- Strong relationship builder with referral-based sales experience
- Confident closing business and navigating healthcare sales cycles
- Organized, responsive, and professional in a fast-moving environment
- Willing to travel within assigned territory

Why This Role

- Commission-only role with uncapped earning potential
- Opportunity to help shape sales processes as the company grows
- Flexibility and autonomy
- Long-term growth potential as infrastructure expands

Physical Requirements

- Ability to sit, stand, walk, and operate office equipment
- Occasional lifting up to 25 lbs.