

## **POSITION: DME Independent Sales Representative**

AMS is a new medical equipment and supply company seeking to build a customer-focused team to serve its customers and professional partners. The ideal candidate has a passion for people and providing solutions that improve the quality of life for those needing our products.

**Employment type:** Contract

**Work Arrangement:** Hybrid

**Regular or Temporary:** Temp to Perm

**Location:** Midland, NC, US, 28107

**Work Hours:** Flexible

**Salary:** 20% Commission

### **Job Description:**

**DME Sales Representative for the assigned territory covering North Carolina.**

**Responsible for educating therapists, physicians and patients on medical equipment in an assigned territory. Responsible for establishing sales strategies to attain monthly, quarterly, and annual sales goals. Responsible for penetrating underserved clinical markets. Assist in providing customer support with training and product education. Must maintain compliance with all appropriate regulatory requirements, including HIPAA.**

### **Minimum Qualifications:**

- Define market territory to promote and demonstrate our products
- Promote and sell medical products to healthcare professionals, patients, and
- Build and maintain relationships with key decision-makers in hospitals, clinics, and other healthcare facilities
- Conduct product presentations and demonstrations to healthcare professionals and patient facilities
- Analyze market trends and competitor activities to identify new business opportunities
- Provide product training and support to healthcare professionals and patients
- Prepare sales reports and forecasts

### **Required Qualifications:**

- Minimum of 2 years experience in a medical sales role is required
- Strong organizational skills to manage multiple tasks and priorities effectively
- Excellent customer service skills to build and maintain relationships with healthcare professionals
- Technical sales knowledge to effectively communicate the features and benefits of medical products
- Strong sales skills, including the ability to analyze customer needs, negotiate contracts, and close deals
- Ability to work independently and travel for outside sales meetings.

### **Competency Requirements:**

- Sales
- Customer Service

**Required License/Certification:** None.

**Physical Demands:**

- Sitting, standing, walking, operation of office equipment and computer, occasionally lift/move/assemble items up to 25 lbs. Visual ability to include ready, distance vision, and peripheral vision.