

Endoscopy Sales Specialist

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Company: Keir Surgical Ltd.

Location: Greater Toronto Area

Category: other-general

Endoscopy Sales Specialist, Ontario Keir Surgical Ltd. is a Vancouver-based company that has been in business since 1923. Our mission is to be Canada's premier surgical products company, through a strong commitment to our customers, employees and products, pride in being Canadian, and adherence to a solid business strategy. We are seeking an Endoscopy Sales Specialist, Ontario for full-time employment, based out of Toronto, with allowance for work from home. This position will report to our Director Business Development, and work closely with all members of the management team, with responsibilities as follows: Contributes at a high level to business strategy and execution of the Endoscopy portfolio; Takes ownership of the Endoscopy portfolio in assigned Territory; develops and executes a strategy for growing sales and increasing overall organizational knowledge and brand within the category; Maximizes value from each customer and wins new accounts; tracks monthly statistics to demonstrate performance on strategic initiatives; Negotiates pricing effectively while balancing a variety of conflicting interests; Develops and maintains direct relationships with key clinical personnel – namely charge nurses, department managers and physicians related to the Endoscopy portfolio; Develops clinical and industry expertise; undertakes opportunities for advanced learning in the specific field of Endoscopy; Works well with Product Specialists, Territory Managers and Regional Sales Managers, providing education on the subtleties of individual lines and products, supporting sales and promotion of the Endoscopy portfolio; Other special projects and responsibilities as directed by management; Manages expenses related to travel, conferences, promotions; considers cost/benefit and evaluates outcomes to improve

future decision making; and Conducts oneself and represents Keir Surgical ethically and professionally at all times. Suitable candidates will possess the following skills and experience: A minimum of 3+ years of related experience in Medical Device or Endoscopy sales with existing customer relationships Strong verbal and written communication skills; ability to present information to customers Entrepreneurial attitude and a focus on customer service Team player willing to share information and cooperate with associates in order to meet shared goals Ability to manage multiple projects and meet deadlines Proficiency in Microsoft Office Suite We offer a competitive remuneration program and benefits. Compensation will be comprised of a base salary, commission and bonus. Please send a cover letter and resume to [hiring@pacificsurgical.ca](mailto: hiring@pacificsurgical.ca). Only short-listed candidates will be contacted. No phone inquiries please.

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