

Thompson Engineering, an established leader in installation, service and sales of Rauland/Responder Nurse Call Systems for the Healthcare industry, has an opening for an Account Manager for Riverside, Orange & San Bernardino Counties.

We are a fast growing private company providing Communications Systems for the Healthcare and Education Markets. We have been a premier Rauland-Borg Distributor and Systems Integrator for over 35 years, and are looking to expand our Healthcare Division.

Healthcare Account Representative. - Proven Sales Representative who can sell and support the Healthcare Division within a well defined territory containing approximately 85 hospitals & healthcare facilities.

Key Responsibilities:

- Achieving annual sales quota's
- Prospecting new accounts with cold call experience
- Cultivating and building strategic client relationships
- Aggressively calls on Nurse Managers, Hospital Administrators, Facilities, IT & Engineering on a weekly basis
- Monthly Sales Forecasting & weekly account updates
- Supports internal & external players to provide a team oriented solution
- Displays account control & knowledge
- Employs strategic selling approach to win accounts
- Excellent close ratio with clients

Qualifications:

- Capital Equipment/Strategic Sales/Healthcare System Sales experience is preferred
- Excellent presentation skills and product demonstrations to large groups are critical to success!
- Self-directed, self-motivated and results-oriented individual with strong initiative
- Evidence of excellent written and oral communication skills, interpersonal skills, self-esteem, confidence, integrity and professionalism
- Experience with SalesForce, PowerPoint, Word and Windows is highly recommended
- Documented sales success and an over-achiever

Competitive Compensation Package & Benefits:

Benefits include: Tuition reimbursement, car allowance, Laptop, Cell Phone, Paid Vacation & Holidays, Medical & Dental, Bonuses.

Thompson Engineering is building a diverse workforce through Equal Opportunity Employment m/f/d/v.

For immediate consideration e-mail your resume and cover letter in confidence to:

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