

Job Title: Medical Sales Representative - Radiation Protection

Location: Yorkshire, North East, and Scotland

Company Overview:

Rothband, is a leading provider in the field of radiation protection, dedicated to enhancing safety in medical settings. Our innovative products and solutions are designed to protect healthcare professionals and patients in radiology, operating theatres, and interventional labs from the risks associated with radiation exposure.

Job Description:

We are seeking a dynamic and results-driven Medical Sales Representative to join our team. The ideal candidate will be responsible for promoting and selling our range of radiation protection products across Yorkshire, the North East, and Scotland. This role is pivotal in expanding our market presence and ensuring the safety and satisfaction of our clients in the medical field.

Key Responsibilities:

Develop and implement effective sales strategies to achieve sales targets in the designated territory.

Establish and maintain strong relationships with key decision-makers in radiology departments, operating theatres, and interventional labs.

Conduct product demonstrations and presentations to healthcare professionals, highlighting the features and benefits of our radiation protection solutions.

Gather market intelligence on competitors and industry trends to inform sales strategies.

Provide training and support to customers on the proper use and maintenance of our products.

Attend trade shows, conferences, and workshops to promote our brand and network with potential clients.

Work closely with the customer service and product development teams to address client needs and feedback.

Maintain accurate records of sales activities and customer interactions in the CRM system.

Qualifications:

Proven experience in medical sales, preferably with a focus on radiology, operating theatres, or interventional labs.

Strong understanding of the medical industry and healthcare settings.

Excellent communication, negotiation, and presentation skills.

Ability to travel extensively within the designated territory.

Self-motivated with a proven track record of meeting or exceeding sales targets.

Clinical experience is an advantage but not essential.

What We Offer:

A competitive salary with performance-based incentives.

Comprehensive training and support to ensure your success in the role.

Opportunities for professional growth and development within the company.

A dynamic and supportive team environment.

The Ideal Candidate will have:

- Excellent sales and negotiation skills
- Strong communication and networking skills
- Good planning and organisational skills
- Self-motivation, drive and initiative
- An outgoing and confident approach
- Commercial and business awareness
- The ability to understand and present clinical data
- The flexibility to cope with frequent changes in products and healthcare systems

Required Skills

- Active knowledge of the medical environment
- Competent with Office suite and e-mailing
- Driving License