

JOB/PERSON SPECIFICATION

- JOB TITLE:** Sales Executive
- PRODUCTS:** Disposables used in cleanroom setting (predominantly hospital pharmacy but other markets would include Pharmaceutical, general hospital, laboratory). **Examples - alcohols/biocides (sprays/wipes), venting devices, gloves, apparel.**
- REMUNERATION:** Competitive salary + car
- BENEFITS:** Pension scheme, 21 days holiday , growing company
- AREA:** Midlands / Wales (Cheshire, Staffs, Shrops, Heref, Glouc, Worc, Warcs, Oxon, Northants, Beds, Bucks, Herts, Camb).
- New role – company currently operates telesales function but would like to establish a field based presence to capitalize on recent new products and increase growth (double digit year on year).
- CV'S TO:** Sales Manager – Catherine Dufficy (catd@helapet.co.uk)

PERSON SPECIFICATION

ESSENTIAL

- Must live on territory.
- Experienced sales person (minimum 18 months experience), B2B
- Excellent communication and interpersonal skills.
- Analytical and enquiring
- Influential/persuasive
- Commercially focused with a proven ability to develop business in highly competitive market place
- A self starter, proactive and results orientated, with a driven & focused personality, determined to succeed and progress
- Excellent organizational, interpersonal, negotiating, communication skills and computer literacy

DESIRABLE

- Experience of medical sales, experience in pharmacy, aseptic services, drug compounding would be beneficial
- Experience of dealing with the NHS Hospitals and Pharmaceutical companies

COMPETITORS

- Shield Medicare Limited, Codan Uk Limited, Adams Healthcare, Baxa Limited.