

## POSITION DESCRIPTION

**TITLE:** Technology Sales and Projects

**DEPARTMENT:** Sales

**PAY STATUS:** Exempt, Salaried

**POSITION RELATIONSHIPS:** Reports to: Company President  
Direct Reports: None

### Position Summary

This position will be focused on Direct Sales and New Business Development for wanderguard, access control, and nurse call systems to healthcare organizations. This is part of our solutions-based product portfolio that promotes Safety in Caregiving. Daily activities include finding and developing new and existing customers as well as onboarding and managing new projects as customer sites within a territory defined by the company.

### ESSENTIAL FUNCTIONS:

- Promote sales of equipment to client accounts in territory, while keeping the needs and requirements of the customer in mind.
- Present and demonstrate our equipment portfolio, which includes wanderguard system, emergency call, access control, and other low voltage electronic systems.
- Customer interactions include acute and post acute channels, as well as disability and government facilities. The primary customer sites are skilled nursing homes and memory support buildings.
- Be a liaison for installations and technical staff for installation or support of projects.
- Keep accurate records of sales calls and follow-up correspondence utilizing the company's sanctioned CRM system.
- Coordinate and manage all issues required to close a successful sale, while keeping the needs of the customer as a priority.
- Answer customer's equipment questions and reply to customer's emails and telephonic communication promptly and courteously.
- Must have the ability to interact directly with owners, administration and staff at Acute care sites, Long Term Care and Assisted Living facilities, Group Homes.
- Train (in-service) the end users of the equipment on the operational aspects of the equipment sold and installed.

### COMPETENCIES:

- Demonstrates group presentation skills with ability to present numerical data effectively
- Builds commitment and overcomes resistance
- Display empathy and honesty to customers
- Uphold and understand the core values of the organization
- Understands business implications of decisions
- Demonstrate knowledge of market and competition
- Promotes a harassment-free environment
- Understand department interrelations, and identifying decision makers
- Demonstrate factors of emotional intelligence, including self awareness and regulation
- Develops daily and weekly strategies to achieve organizational goals

THIS DOCUMENT PROVIDES GENERAL CONTENTS OF AND REQUIREMENTS FOR THE PERFORMANCE OF THIS POSITION, AND IS SUBJECT TO CHANGE.

Date created/updated: August 2019

## **EXPERIENCE / ABILITY REQUIRED:**

- Should have a good understanding of electronic systems or low voltage application.
- Working understanding of capital healthcare equipment is beneficial.
- Working knowledge of computer systems, data cabling, and networking.
- 2 years + professional experience in sales or project managements is required
- Excellent organization and time management skills.
- Must exhibit effective oral and written communication skills.
- Must be able to lift up to 50 pounds.
- Must have a verified clear driving record.
- Must be computer literate.

## **COMPENSATION AND BENEFITS**

- Total compensation: 60-80K First Year Annual compensation, which is Salary plus commission. No Cap
- Vehicle: Mileage Allowance, and company vehicle if required for size or function
- Cell Phone: Monthly Allowance
- Travel: AAA Membership provided, other approved expenses incurred reimbursed per company policy and handbook.
- Health Benefits: Per Company Program, 80 percent employer sponsored for employee.
- Long Term and Short Term Disability, provided by employer
- Vacation: 2 weeks, 3 personal days (Vacation days per company handbook)