



Merz Canada

Job Title: Equipment Sales Specialist

Reports to: Associate Director, Portfolio Sales

Location: Based in Montreal covering Eastern Canada

Summary: The Equipment Sales Specialist is responsible for delivering consistent performance results in sales achievement, growth of territory, market development and key strategic objectives in the promotion and sale of Merz Aesthetics Capital Equipment, within a defined geographical area. They will conduct product demonstrations and training for medical office staff and physicians and leverage the unique Merz Value proposition in selling equipment. They will collaborate with marketing personnel on advertising and promotional sales strategy ideas and collaborate cross functionally within the portfolio team.

Job Responsibilities:

- Manages a geographic territory, identifies opportunities, builds opportunity funnel, and sells aesthetic capital equipment devices.
- Successfully complete a formal training and certification program for all responsible products in the areas of product knowledge and selling skills
- Meet or exceed territory sales objectives.
- Interests potential clients on the Company's products and addresses any questions and concerns.
- Structures sales proposals and presents to potential clients and existing customers.
- Collaborate cross functionally and support other Aesthetic team members in driving the portfolio of products
- Prepares quarterly and monthly reports on territory progress.
- Manage administrative duties to include: expense reports, scheduling appointments, and making travel plans.
- May attend trade shows where new products and technologies are showcased and conferences to meet other sales representatives and clients and sell systems.

Key Competencies and Qualifications:

- Bachelors Degree required
- Fluent in both French and English
- Experience in selling high end medical capital equipment.
- Must be able to facilitate an efficient sales process.
- Strong organizational skills are required.
- Ability to identify territory opportunity, create a lead-generation strategy, and execute to fulfill a pipeline.
- A demonstrated ability to analyze and evaluate technologically complex devices.
- Ability to work with others effectively.
- Ability to prepare and present with strong written and verbal communications.
- Familiarity with medical device industry policies, operations and procedures.
- Documents record of delivering sales/marketing information which adds value to Physicians decision making process.
- Ability to establish and maintain good working relationships with customers, physicians, and other sales representatives.
- Demonstrated verbal and written communication, negotiation, sales, interpersonal and presentation skills.
- Demonstrated working knowledge of Microsoft Office programs and relevant applications.