



Western Regional Sales Manager

Date Posted: April 9, 2021
Employee Type: Full Time
Job Location: US – Remote
Start Date: As soon as possible

Company Overview

Established in 2009, Aretech is a world leader in developing advanced rehabilitation technologies for improving function and independence. We have a strong commitment to quality, innovation, and developing technology based on evidence-based research. Our team designs and manufactures our products on-site at our corporate facility in Ashburn, Virginia.

Position Overview

Responsibilities:

- Promote Aretech products within Western Territory consisting of the following states: WA, OR, CA, ID, NV, UT, AZ, MT, WY, CO, NM, AK, HI
- Responsible for full cycle sales activity within designated territory including, but not limited to;
 - o Identify and contact prospects through frequent, and persistent, cold outreach.
 - o Schedule and hold meetings with key stakeholders throughout organization.
 - o Present product in-services to a diverse group of clinicians and hospital administrators.
 - o Effective management of existing pipeline of opportunities.
 - o Conduct facility site surveys to determine installation feasibility.
 - o Consulting key decision maker throughout buying process.
 - o Coordinate and project manage installations with multi-organizational team.
- Nurture and expand relationships with existing customers within territory.
- Work with Director of Sales to develop, and execute, strategic plan to meet and exceed sales goals.
- Document activity in Customer Relationship Management (CRM) and consistently report progress to the Director of Sales.
- Represent Aretech at key industry events.
- Work from home office
- Travel within territory up to 50%



Ideal Candidate

Results-Orientated Achiever. Representative with an unparalleled work ethic and service mindset to bring value to their customers.

Strategic Closer. Sales professional who closes profitable business and consistently exceeds their performance objectives.

Dedicated Competitor. Person who thrives in a fast-paced environment and work fiercely to win.

Outstanding Professional. Individual who conducts themselves and their business activity, with the utmost professionalism and integrity.

Required Experience and Skills

- Bachelor's Degree
- Self-starter with strong organizational, planning, and time management skills
- Minimum three-years of B2B sales experience with demonstrated success. (Hospital-based sales, especially capital products, a plus)
- Excellent written and verbal communication skills
- Valid driver's license
- Resides within designated territory and near major airport

Salary and Compensation:

- Base salary plus commission
- Health, dental, and vision
- Life insurance
- 401k retirement with matching employer contribution

We are committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment regardless of race, color, religion, gender, gender identity or expression, genetic information, marital status, sexual orientation, national origin, disability, age, veteran status, or any other characteristic protected by federal, state, or local law.

To apply, email your cover letter and resume to: jobs@aretechllc.com