



## **Independent Sales Representative (commission based)**

FOCUS-IT, LLC is a fast-growing company that is seeking experienced Medical Sales Professionals/Managers/Independent Sales Representatives to join our team.

Responsibilities include but are not limited to:

- Active prospecting in assigned territory including but not limited to on-site prospecting, local contact networking and cold calling
- Present FOCUS-IT's products and services to veterinarians and various healthcare professionals
- Network and communicate with sales consultants of other medical companies to assist in promoting FOCUS-IT's products and services
- Interact with FOCUS-IT's office staff for contract proposals, collateral, informational mailings, etc.
- Professional and timely follow-up with account prospects to bring contracts to a close
- Update manager on account prospect status (interval as determined by manager)
- Close a specified number of orders defined by a bi-annual territory quota
- Provide after-sales support to existing accounts within territory
- Submit monthly sales forecast
- Attend various local and national tradeshow/conventions
- Overnight travel on a regular basis as determined by territory size and logistics

Requirements:

- 5+ years sales experience in medical investment equipment required
- Experience selling to veterinarians and/or physicians and healthcare professionals
- Full sales life cycle experience, the ability to generate leads and close deals
- Experience in selling to the Therapy/Rehab/Pain Management service market a plus
- Bachelors Degree in Business
- Excellent interpersonal, communication and organizational skills
- Enthusiastic and professional team player with a positive can-do attitude

If you are interested in joining our team, please fax or email your resume with cover letter in confidence to:

FOCUS-IT, LLC  
Human Resources Manager  
Fax: 770-612-8284  
Email: [careers@eswt.net](mailto:careers@eswt.net)