

## Job Description

### CLINICAL SALES REPRESENTATIVE – BRITISH COLUMBIA

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#### *MISSION*

Develop new prospects and interact with existing customers both in person and in a virtual format to increase sales of the organization's product and services. Provides clinical expertise and training to the customers' nursing staff as it applies to utilization of incontinence products. Assists with marketing/sales initiatives by maintaining and developing favorable relationships with existing as well as prospective customers' management team.

#### *WORK CONDITIONS*

- ✦ Employee will be on site and remote, depending on the needs of the clients;
- ✦ Candidate must be occasionally available for customer support outside regular working hours (ex: night shifts, etc.);
- ✦ Candidate must be available to travel on a weekly basis with potential overnights;
- ✦ All expenses related to the position are covered aligned with the company's reimbursement politic.

#### *MAIN RESPONSABILITIES*

- ✦ Develop and implement strategies to maximize territory and company objectives;
- ✦ Increase overall sales volume of Incontinence Products within a designated regional territory by attaining or exceeding established sales objectives by implementing sales plans and marketing programs;
- ✦ Participate in sales calls as well as represent the company at trade show to promote our products;
- ✦ Deliver sales presentations to dealers, distributors, and other customers;
- ✦ Prepare and present sales reports showing sales volumes, potential sales and areas of increased customer expansion;
- ✦ Perform necessary tasks for product trials, implementations and consultative revisits as required to represent First Quality Products in a positive and professional manner;
- ✦ Make In-service calls (in person or virtual) with all shifts in order to consult and educate with the nursing and front-line staff;

- ✦ Obtain optimal clinical outcomes through the proper use of selection, application, sizing, utilization and product performance. Also utilizing product support materials and educational programs;
- ✦ Provide recommendations for the ongoing needs of the facility and by recommending additional product use whenever appropriate by communicating with the Distributor regarding appropriate facility inventory needs;
- ✦ Implement Continence Coordinator Training programs for individuals as well as groups. Provide educational programs and materials to ensure the success of each program;
- ✦ Instruct facility administration and clinical staff regarding new product introductions;
- ✦ Performs other related duties as assigned.

## KEY QUALIFICATIONS

### EDUCATION AND EXPERIENCE REQUIREMENTS

- ✦ 2 to 5 years' experience in a clinical sales role in the Healthcare Industry;
- ✦ Licensed Nurse or Licensed Practical Nurse in good standing with the governing body;
- ✦ Experience in making clinical and administrative staff presentations;
- ✦ Strong verbal and written communications skills;
- ✦ Excellent computer skills including the ability to conduct virtual video trainings/meetings;
- ✦ Driver's license for visiting healthcare facilities;
- ✦ Ability to interact with all levels of management.

## HOW TO APPLY

Please send us your resume to [carrieres@firstquality.com](mailto:carrieres@firstquality.com)