



Job title: Medical Sales Representative (NYC location)

Department: Gorbel Medical

Reports to: National Sales Manager

Gorbel Medical is start-up division of the well established Gorbel, Inc. based in Victor, New York. We have transferred 30+ years of lifting expertise into the development of the most advanced gait and balance training system in the world. With our product, patients can begin practicing walking, balance tasks and other activities of daily living early after neurological, spinal and traumatic injuries in a safe, controlled environment. This product is a complete gait and balance training system that provides facilities economic and clinical benefits. We are looking for enthusiastic individuals with entrepreneurial spirits who are dedicated to improving people's lives in a collaborative, fun environment.

Summary of Position

Outstanding opportunity with an established company and a growing medical division. Candidate will be selling a capital rehabilitation unit to the following segments: acute care rehabilitation facilities, rehabilitation hospitals, skilled nursing facilities and VA's. Call points will include Physical Therapists, C-Suite, Purchasing, and Administrators. The ideal candidate will utilize personal skills and product knowledge to teach our customers, offer them solutions to their business needs and be a leader in the physical rehabilitation market-place. As a growing division, we are looking for a candidate who can drive sales now and develop into a future sales leader.

Essential Duties and Responsibilities

- Tactical implementation of sales activities to achieve business objectives
- Drive sales and utilization of the product portfolio
- Develop and maintain relationships with key clinicians, decision makers, influencers and administrators
- Developing and maintaining expertise of the products and competition
- Effective time management skills to increase productivity
- Mastery of gait and balance rehabilitation interventions and techniques
- Actively participating in the strategic and tactical planning process
- Sales positioning, analysis and in-service implementation of product
- Develop and execute quarterly territory sales plans that meet quota expectations
- Ability to travel up to 50% as the Rep will be covering a larger geographical area

The sales territory is NYC, Long Island, Westchester County, White Plains, Staten Island, Northern NJ, and Connecticut. The successful candidate would reside in NYC, Long Island, Westchester, or the White Plains area.

Qualifications Required for Position

- Four year college degree
- Minimum 3 years experience of successful medical sales
- Proven and documented sales objectives being met and exceeded
- Experience selling in hospitals
- Demonstrated success in navigating the multi-call point healthcare environment
- Excellent customer service, presentation, interpersonal and communication skills
- Possesses strong business acumen
- Proficient in Microsoft Office

Preferred Experience

- Capital equipment sales
- Experience selling rehabilitation or mobilization devices
- Previous call points in the rehabilitation space
- Past business to business selling experience
- Physical Therapy background
- Experience selling medical equipment with software components

Gorbel is an equal opportunity employer