



TITLE: Account Manager

DEPARTMENT: Gorbel® Medical

REPORTS TO: Regional Sales Manager

COMPENSATION: Competitive wages based on experience

BENEFITS: Medical, dental, vision, life insurance, short and long term disability insurance, paid time off package, 401k with company contribution, FSA or HSA options, educational assistance, dependent scholarship program, onsite fitness center, and much more!

Gorbel Medical is currently looking for Account Managers to be based in Michigan or Ohio and New York or Pennsylvania! This is an outstanding opportunity with an established company and a growing medical division.

The Account Manager represents Gorbel®'s rehabilitation portfolio including overhead body weight support and fall protection systems and balance tools into the following rehabilitation setting: inpatient, outpatient, rehabilitation hospitals, skilled nursing facilities, VA's and fitness facilities. Call point targets include physical and occupational therapists, Directors of Rehabilitation, C-Suite, Purchasing and Safe Patient Handling & Risk Management Administrators. The ideal candidate will utilize personal skills and product knowledge to teach our customers, offer solutions to their business needs, be a leader in the market-place and ultimately close sales. The Account Manager will be responsible for a multi-state sales territory. As a growing division, we are looking for a candidate who can drive sales now and has the ability to 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 60- 70% as the Rep will be covering a larger geographical area

Qualifications Required for Position:

- Four year college degree
- Minimum 3 years experience successful medical sales or relevant work experience
- Proven and documented sales objectives being met or successful clinical background
- 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
- Experience selling in hospitals
- Physical Therapy background

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