



Title: **Respiratory Equipment Sales Rep**
(Full-Time)

Location: Provo, UT market

General
Summary:

This is a very rewarding and engaging position which requires superior sales and service skills, follow-through and relationship building skills. The Respiratory Sales Rep role is responsible for a given market/territory and is the sales point of contact for respiratory related products/services for the branch. This position is a salary/commission position and includes monthly sales targets. Aspects of the role include marketing and sales of Alpine Home Medical respiratory equipment and oxygen services. Provides instructions to patients and referral sources, is knowledgeable of third party reimbursements, and serves in a marketing role to promote the company's respiratory services. The Respiratory Sales Rep will work closely with the Branch Manager and Director of Respiratory to effectively promote products and services to referral sources including hospitals, sleep labs, doctors' offices, therapists and other medical facilities. Identifying new referral opportunities and maintaining good relationships with current referral sources is a key component of this role.

Education:

1. High school diploma or G.E.D. equivalent
2. Associate's Degree preferred.
3. Durable Medical Equipment experience highly preferred but not required.

Experience/Knowledge/Personality:

1. Prior outside sales, territory sales and marketing experience
2. Relevant industry (DME) experience preferred
3. Able to function as a polite and cooperative team member with a positive attitude.
4. Ability to identify patient needs and effectively provide solutions.
5. Must have proven track record of meeting sales/revenue goals
6. Knowledge of respiratory equipment and services is very important
7. Must be well organized and able to meet critical deadlines
8. Strong computer skills preferred.
9. Strong oral and written communication skills with ability to clearly explain technical information effectively to patients, healthcare workers, medical assistants, nurses, etc.
10. Must be detail oriented.
11. Must be able to work independently as a self-starter with minimal supervision.
12. Able to handle multiple tasks with numerous interruptions.
13. People sensitive personality with a desire to help others
14. Able to prepare, submit reports.
15. Able to maintain confidentiality.
16. **Bilingual (Spanish/English) is a plus**

Responsibilities
and Duties:

1. Establishes a sales plan that encompasses all referral sources for the entire service area of the territory.
2. Must be able to market and generate sales leads and close sales of Alpine Home Medical respiratory equipment and services
3. Must be able to consistently meet established sales goals and expand market.

4. Conducts, participates in and attends educational meetings, seminars, and health fairs (or similar community activities) for referral sources, healthcare workers and the community at large.
5. Maintains records of sales calls and follow-up made and updates management on a regular basis.
6. Supports the organization by being loyal and informing management of areas of concern and problems to be resolved.
7. Participates in management activities as requested by upper management.
8. Communicates to branch manager, calendar, sales calls, and needed marketing funds.
9. Must understand third party medical insurance reimbursement requirements, equipment and services offered and necessary documentation.
10. Maintains proper documentation for expenses and requested reimbursement on a monthly basis.
11. Assists in developing and executing a sales budget.
12. Reviews advertising needs for the organization with upper management and updates the sales plan accordingly.
13. Attend in-store meetings.
14. Adheres to company policies regarding compliance and confidentiality.
15. Perform other duties as deemed appropriate by management.

How to Apply: Well qualified individuals, please send resume via e-mail to HR@alpinehme.com
Please indicate "**Respiratory Equipment Sales Rep – Provo, UT**" in subject line of e-mail.