



## **Sales Representative**

### **Hiring for the following territories**

- Burlington, Oakville
- Mississauga, Brampton
- Toronto
- Scarborough
- Markham, Richmond Hill
- Northern Ontario
- London
- Kitchener, Waterloo, Guelph

### **Our Company**

Genesis Health Light Corporation is a Canadian owned company that has introduced the world's first truly portable light therapy medical device. As a rapidly growing organization, we offer a unique opportunity for personal and career growth. Genesis Health Light Corporation is currently seeking a talented, detail oriented, and highly motivated individual to join our dynamic team in the following capacity.

### **Description**

As a Sales Representative for Genesis Health Light Corporation, you will promote the company and its products to healthcare professionals within your given territory. In addition, you will drive sales through the acquisition of new customer accounts as well as increasing the value of each customer. The Sales Representative will report directly to the VP Sales & Marketing.

### **Responsibilities**

- Represent Genesis Health Light Corp as a leader in our industry and the marketplace by promoting our products to a sophisticated audience comprised of healthcare professionals.
- Develop and nurture customer accounts in given territory
- Communicate with current and new customer accounts regarding a variety of topics including product updates, changes to product portfolio and educational programs.
- Increase the number of customer accounts in given territory as well as increase the value of each customer to Genesis

- Track marketing and sales progress on the Genesis' CRM platform
- Assist in the preparation and operation of trade shows, conventions, and/or clinical meetings.
- Perform other duties as required

### **Attributes**

- 1+ year experience with a track record of successful business development (medical device field is an asset)
- Minimum education – College/University certificate/diploma
- Experience in sales / management
- Business Planning and budgeting
- Problem solving – identifies and thinks through all possible solutions
- Proficient PC skills with MS Office
- Ability to travel; access to own vehicle

### **Characteristics**

- Customer service oriented
- Target driven
- Detailed Oriented
- Ability to work independently and as a team
- Motivated and dependable
- Strong interpersonal skills
- Willingness to do what it takes to get the job done

This is a commission based opportunity. Successful representatives have the ability to achieve salaries of over \$100,000. Resumes along with a cover letter should be submitted to [HR@genesishlight.com](mailto:HR@genesishlight.com)

Genesis Health Light is an equal opportunity employer. We embrace diversity in our people, products and ideas. We thank you for your interest. Only candidates selected for an interview will be contacted.