



## **Sales Associate**

Keir Surgical Ltd. is a Vancouver-based company that has been in business since 1923. Our mission is to be Canada's premier surgical products company, through a strong commitment to our customers, employees and products, pride in being Canadian, and adherence to a solid business strategy. We are seeking a Sales Associate for full-time employment in the British Columbia Territory. This position is available immediately.

The Sales Associate will have the following responsibilities:

- Work closely with & take direction on daily/weekly activities from the Territory Manager & Regional Sales Manager
- Work within a large territory which will require regular travel including 2-3 days in a hotel each month
- Strategically & efficiently manage multiple opportunities & tasks simultaneously
- Introduce new products and detail existing products with confidence
- Develop and maintain strong professional relationships with customers
- Follow up on customer inquiries quickly and to the customer's satisfaction
- Contribute positively to the sales team through conference calls and regular communication
- Complete sales reports in a timely manner and respond quickly to head office requests
- Maintain sample inventory in good condition and track its movement accurately
- Educate oneself on material pertaining to the position, products, and industry
- Manage expenses appropriately making an effort to reduce extraneous costs
- Conduct oneself and represent Keir Surgical ethically and professionally at all times

Suitable candidates will possess the following skills and experience:

- Two or more years of related sales experience, preferably in the medical/surgical industry
- Specific knowledge or experience in the Surgical, MDRD (Medical Device Reprocessing Department) or Endoscopy environments would be a strong benefit
- Strong verbal and written communication skills
- Entrepreneurial attitude and a focus on customer service
- Ability to manage multiple projects and meet deadlines
- Proficiency in Microsoft Office Suite

We offer a competitive remuneration program and benefits. Income will be comprised of a base salary and quarterly/annual bonus plan. Please send a cover letter and resume to [careers@keirsurgical.com](mailto:careers@keirsurgical.com). Only short-listed candidates will be contacted. No phone inquiries please.