KEIRSURGICAL
INSTRUMENTS FOR LIFE
DES INSTRUMENTS POUR LA VIE

Sales Associate

Keir Surgical Ltd., a Vancouver-based company established in 1923, is committed to being Canada's leading surgical products provider. We take pride in our Canadian roots and our dedication to customers, employees, and quality products, supported by a strong business strategy. We are currently seeking a Sales Associate for a 12-18 month contract to cover a maternity leave in the Alberta territory, ideally based in Edmonton, though candidates in Calgary will also be considered. This is a full-time position with an immediate start date.

The Sales Associate will have the following responsibilities:

- Work closely with & take direction on daily/weekly activities from the Territory Manager & District 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 **hiring@pacificsurgical.ca**. Only short-listed candidates will be contacted. No phone inquiries please.