KEIRSURGICAL
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Territory Manager – BC Lower Mainland and Vancouver Island

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 Territory Manager for full-time employment, residing in the lower mainland, covering territory in the lower mainland and Vancouver Island. This position is available immediately.

The Territory Manager will report to our District Sales Manager in Vancouver and will have the following responsibilities:

- Strategically manage a large territory which will require regular travel including 2-3 days in a hotel each month
- Set territory goals and develop action plans to meet growth objectives
- Protect existing business and seek opportunities to grow the territory using innovative sales and marketing techniques
- Negotiate pricing effectively while balancing a variety of conflicting interests
- 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:

- 3+ years of related experience in medical/surgical sales with solid customer relationships including experience working with PHSA
- Strong verbal and written communication skills
- Entrepreneurial attitude and a focus on customer service
- Leadership experience; willingness to mentor and train others
- 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, commission and bonus. Please send a cover letter and resume to careers@keirsurgical.ca. Only short-listed candidates will be contacted. No phone inquiries please.