

# Synergy Medical

<https://synmedrx.com/job/sales-representative-alberta-british-columbia/>

## Sales Representative – Alberta & British Columbia

### Description

Synergy Medical is seeking a Sales Representative to join our growing sales team. In this role, reporting to the Director of Sales, you will be responsible of the complete sale cycle for the provinces of Alberta and British Columbia and have the following responsibilities, but not limited to:

### Responsibilities

- Present, promote and sell our technologies and their capabilities to existing and prospective customers;
- Meet Synergy Medical's clients, identify and analyze their needs and propose appropriate solutions;
- Identify and meet with prospective customers;
- Establish, develop, and maintain excellent working relationships and communication with existing and new clients of Synergy Medical;
- Represent and promote the company at industry events;
- Find new opportunities for sales growth within existing accounts;
- Answer incoming phone calls from potential customers, answer their questions, understand their needs and lead them to a sale;
- Coordinate sales efforts with team members and other departments;
- Support, participate and collaborate with other members of the Sales Team;
- All other related sales tasks.

### Qualifications

- Bachelor's Degree in Business Administration, Marketing or other relevant field;
- Minimum 5 years of experience in a sales role;
- Experience in the pharmaceutical and/or medical field is an asset;
- Excellent communication skills;
- Solid negotiator and interpersonal skills;
- Strong customer service and sales background;
- Available to travel.

### Job Benefits

- A growing and constantly evolving work environment
- Opportunities for career development
- Group insurance and access to telemedicine
- An employer RRSP-contribution
- Health and wellness program
- A great team and a great clientele

### Hiring organization

Synergy Medical

### Employment Type

Full-time

### Job Location

Alberta/British Columbia

### Date posted

October 28, 2021