

## **Job Listing for New Sales Representative**

### Company Profile

HealthCom Media is a leading information and content development company based in Doylestown, PA. As publisher of multiple award-winning healthcare journals and digital properties, our experience and understanding of the many complex aspects of today's healthcare system has proven instrumental in securing our position as an industry leader. We excel in developing fully integrated marketing solutions for commercial entities that complement traditional advertising programs in our award winning digital and print journals.

HealthCom Media is seeking a dynamic, entry-level sales professional with a passion for a career in healthcare media sales. If you're a highly motivated self-starter with strong ethics, a hunter's mentality, and a desire to work effectively in a dynamic team environment, we're looking for you.

### Job Responsibilities:

- Establishes new accounts by planning and organizing a daily work schedule to call on prospects,
- Develops new potential customers through ongoing networking and relationship building
- Understands healthcare markets and the portfolio offerings of prospects to best qualify potential opportunity
- Focuses sales efforts by understanding customers' needs, budget and timeframes
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts
- Expands sales in existing accounts by introducing new products and services; developing new sales opportunities based on customer needs and preferences
- Experienced with activity and results reports, such as daily call reports, weekly work plans
- Monitors competition by researching and understanding sales challenges
- Recommends new products and services based on initiatives of clients
- Provides historical records by maintaining reports and pipeline data on efforts and customer sales
- Establishes and maintains consultative customer relationships
- Contributes to team effort by achieving related results as needed

### Required Skills and Qualifications:

- Excellent written and verbal skills required
- Technical/Internet proficiency; this person will drive digital sales!
- Strong problem solving and persuasive abilities
- High work ethic and standards
- Assertiveness
- Ability to meet deadlines and detail orientated
- Must be motivated to build customer loyalty – grow each account strategically
- Ability to interact and influence others in a positive manner while working and learning in a fast-paced environment
- College degree with a positive record
- Results oriented – eager to make the most of an aggressive, commission focused compensation package
- Media sales experience preferred

If you are interested in joining a sales team that supports each other, executes an individual plan for each client, and works to achieve maximum results both internally and externally, you may be a fit for HealthCom Media.

If interested in applying for this position, please submit a resume and cover letter.