

## **EMPLOYMENT OPPORTUNITY**

Integrated Medical Systems (iMed), previously known as Zenith Surgical, is a leading company in the field of medical technology.

iMed is the exclusive distributor in South Africa for Schaerer Medical (theatre tables), Trilux Medical (theatre lights and ceiling supply systems), Akrus (surgical chairs), Schuremed (surgical patient positioning devices), Nordiska (patient transfer and illumination) and STILLE (surgical imaging tables), among others.

iMed seeks to employ a dynamic and self-motivated sales person to cover the KZN province (based in Durban).

The successful candidate will have worked in the medical field, have sound knowledge of medical equipment, and have the relevant qualifications for such a position. Sales experience will be a distinct advantage.

**Job title:** Sales Representative

**Location:** Durban

**Brief job description:** Full Job Description on application

- Ensuring sales targets are achieved.
- Representing the company, its products and services at hospitals and medical facilities in the KwaZulu-Natal province.
- Marketing, sales and presentation of products and services of the company to key decision makers, buyers, clinical engineers, unit managers and surgeons in various departments at institutions above.
- Establishing new and maintaining existing business relationships with customers.
- End-user training on equipment sold.
- Marketing at selected exhibitions and congresses in KZN and nationally, as required.
- Installation, repairs and maintenance of medical equipment when needed (however sales are the main focus of this position).
- In- Theatre demonstrations of theatre tables, lights, etc.

**Minimum requirements:**

- N-6 (Electrical Engineering) or,
- S4/T3 (Clinical/ Electrical engineering qualification) or equivalent.
- Must be computer literate (Microsoft office, Power point, Word, Excel, Outlook, etc.).
- Knowledge and experience with theatre tables and lights will be advantageous.
- Works on own initiative and able to communicate with surgeons on a professional level.
- Valid driver's license.
- Ability to travel when required.
- **Sales experience will be an advantage.**
- Financial credit worthiness.

**Personal characteristics:**

- ✓ Good inter-personal communication skills
- ✓ Self-motivated
- ✓ Honest
- ✓ Reliable
- ✓ Punctual
- ✓ Presentable

**Remuneration:**

Salary includes basic, petrol/travel allowance and commission. Overseas sales and technical training is a distinct possibility, offered to staff whose performance excels.

If you meet the above criteria, forward your C.V. to [albert@imesystems.co.za](mailto:albert@imesystems.co.za)