

## Sales Representatives/Consultants - Randstad

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Company: Randstad

Location: Australia

Category: other-general

### Your New Company:

Embark on a rewarding journey with a global healthcare leader committed to enhancing patient well-being worldwide through their extensive portfolio of life-changing medical technologies.

### Your New Role:

We're seeking dedicated Territory Managers across vibrant locations like Sydney CBD, Inner City & West. As a Territory Manager for the organisation, you will be at the forefront of an ever-evolving industry, fostering meaningful connections with healthcare professionals and introducing them to transformative medical products and devices that redefine patient care.

### Your Key Responsibilities:

Manage your territory through the planning, execution, and analysis of call cycles.

Promote and educate on value-added services that improve the quality of patient care and create solutions to meet their needs.

Develop sales action plans in line with marketing strategy and collaborate with internal stakeholders and divisions to identify new opportunities for growth in the market.

Analyze key customer data and competitors in the market and develop a strategy to increase market share of the portfolio.

Maintain a high level of knowledge of the product portfolio, including digital platforms

and technological advancements

Actively seek out new business opportunities while providing high levels of customer service and account management to the existing customer base.

#### Your Skills & Abilities:

Bachelor's Degree in Science or a related field.

Previous experience as a territory manager in the medical device field is highly regarded.

Proven ability to achieve sales targets with strong applied business acumen and ability to seek new opportunities in the market.

Customer-centric individuals with a solutions-focused approach.

Technically and clinically minded to accurately present clinical data to healthcare professionals and keep up to date with technical advancements

Excellent communication, presentation, and listening skills.

The ability to work individually and within a high-performing team dedicated to delivering exceptional healthcare solutions to patients

#### Your Rewards & Benefits:

Attractive salary package + Car allowance + uncapped Bonus.

The opportunity to represent market-leading products in the marketplace, which are constantly evolving and strong pipeline

Join a team that actively promotes great culture and works well together as a team, with social events from time to time.

Take pride in joining an innovative and global organization that has been awarded 'World Top employer' status due to their workplace culture and company benefits.

Ongoing learning & development opportunities with strong leadership.

Wellness & healthcare initiatives to support the health and well-being of you and your

loved ones.

Voluntary Discounted Share Options via the company share ownership plan

Join an organisation whereby you can truly build a career

Ready to Begin Your Journey?

Click [Apply Now](#) or send your CV to [stephanie.iveson@randstad.com.au](mailto:stephanie.iveson@randstad.com.au). For a confidential discussion about your career, call 0410255454.

At Randstad, we are passionate about providing equal employment opportunities and embracing diversity to the benefit of all. We actively encourage applications from any background.

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