

WE'RE GROWING – LOOKING for an Experienced Sales Associate

889 Global Solutions is a contract manufacturer proudly headquartered in Columbus, Ohio with a vast-vendor network across East Asia made up of top-qualified suppliers. In 2000, we began our mission to help North American businesses increase their profits and improve their supply chain efficiency.

If you are looking for a career with a company that has remained a small business at heart by evaluating our employee's development and success, 889 may be right for you. We are a diverse and dynamic team of professionals dedicated to our core values.

ESSENTIAL SKILLS:

Job Competencies

- 1-3 years of sales experience building relationships with key customers in the Medical Device, Medical Furniture, and consumables markets
- Experience working in an entrepreneurial, small business environment and handling many responsibilities in the spirit of constant improvement
- Ability or desire to collaborate with other team members to grow business
- Experienced in full cycle sales; Comfortable with the longer consultative sales cycle and familiarity with international markets
- Proven success with a "Hunter" sales mentality and "Farmer" account development skills
- Track record of demonstrable sales growth and quota attainment;
- Ability to present multiple product lines and manufacturing processes
- Excellent communication and organization skills;

Activities

- Calling on and making sales presentations to various customer types in Medical Surgical Supplies, Personal Protective Apparel, Gloves, Lab Consumables and equipment, Facilities Management Supplies, and medical devices
- Establishing and nurturing customer and manufacturer rep relationships
- Achieve sales growth goals as established
- Developing a regular call cycle with key decision makers to manage and maintain existing business and to grow new business
- Warm and cold calling, targeting / prospecting new account opportunities
- Manage your territory with an entrepreneurial spirit and franchise mentality
- Utilize the CRM (Sales force) to create a pipeline and develop action plans within department to increase company market share and meet sales goals

COMPENSATION AND BENEFITS

We offer a competitive base salary, and the opportunity to earn a generous commission.

Candidates must be legally authorized to work in the United States without sponsorship. This position is located in Central Ohio and no relocation is offered.