Sales Specialist - Rehab Product

Emplacement(s)	Corner Brook, Terre-Neuve-et-Labrador ; St. John's, Terre-Neuve-et-Labrador — Canada
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Texte intégral de l’offre

Embark on a rewarding career with Sobeys Inc., celebrated among Canada’s Top 100 employers, where your talents contribute to our commitment to excellence and community.

What began as a meat delivery business in Stellarton, Nova Scotia has grown to over 128,000 teammates at corporate-owned and franchised store locations. Sobeys Capital Incorporated and its independently owned and operated franchise partners operate over 1,500 stores in all 10 provinces. You may know us as Sobeys, Safeway, IGA, Foodland, FreshCo, Thrifty Foods, Lawtons Drugs, Voilà, or another of our banners, but we are all one extended family.

Ready to start fresh?

The Rehabilitation Product Specialist is an integral part of the Home Health Care team with a focus on the assessment, recommendation and sale of rehab and mobility equipment to Lawtons store customers and external healthcare providers, such as long-term care, hospitals and rehab centers. Actively contributes to a positive and productive working environment. This is a sales position for Western and Central Newfoundland.

Here’s where you’ll have an impact:

Sales - Customer offering

- Understand and respond to local market needs and competition
- Demonstrate superior account management skills
- Develop deep and broad product knowledge to provide effective presentations to potential customers
- Role model and reinforce customer service expectations daily for all staff
- Develop strong working relationships with Occupational Therapists, nursing and other allied healthcare professionals in territory
- Respond quickly and knowledgeably to customer inquires

Financial

- Achieve monthly and yearly sales targets and report as required on progress
- Participate with manager on planning and forecasting sales and growth areas for the business
- Ensure corporate credit card is paid in full each month
- Submit properly completed expense reports
- Personal/Professional Development
- Attend training as required
- Maintain knowledge of current industry trends

Employee Engagement

- Demonstrate positive, productive customer service and co-worker relationships daily
- Provide feedback as to how to improve our offering for our customers and environment for our staff

Other Duties

- Order equipment and EMR
- Adhere to and implement all applicable company standards

- Coordinate maintenance of store equipment and repairs
- As requested by the company

What you bring to the table:

Required:

- 3 years sales experience
- Valid driver’s license and clean abstract
- Computer skills
- Ability to lift 50 pounds
- Strong communication, customer service and organizational skills
- Knowledge of the experience in the rehab and mobility industry
- High school or equivalent
- Related industry experience

Other requirements:

- Two-person lift required for weights exceeding 50lbs
- Ability to stand for long periods of time
- Physical work including; but not limited to bending, lifting, and reaching
- Exposure to varying temperatures over short periods of time
- Exposure to sanitation and cleaning chemicals
- Flexible hours and overtime

Learn more about our story and culture:

Who We Are | Why Work With Us

Total Rewards

We offer a Total Rewards package designed to support teammates at work and in life. Depending on role and eligibility, teammates may receive health and dental benefits, retirement and savings programs including an Employee Share Ownership Plan, a 10% in-store discount at participating banners, virtual healthcare and an Employee and Family Assistance Program, learning and development opportunities, parental leave top-up, and paid vacation.

Sobeys is committed to providing a compensation structure that is flexible, equitable and competitive in the market to enable performance and growth. To learn more about this opportunity including the expected range of compensation in accordance with Pay Transparency Legislation where required please click the “I’m interested” or "Apply" button above. Individual compensation is determined based on qualifications, experience, and internal equity within the range provided.

Additional Information

External websites may share our organization's job postings which includes compensation information based on similar roles and market benchmarks. These figures are provided for general comparison purposes only and are not issued or verified by our organization.

We may use Artificial Intelligence (AI) tools to support efficiencies in the candidate screening, assessment, and recruitment processes. These AI tools do not make hiring decisions on behalf of the Company. Hiring decisions are made by our Hiring Teams.

Sobeys is committed to creating accessible and inclusive hiring processes. We will work with applicants requesting accommodation at any stage of the recruitment process.

Please note: Successful candidates will be required to provide documentation to prove their legal ability to work in the position during the onboarding process. Documentation will be assessed by the employer prior to commencement of work.

Emplacements indiqués par la source

137 O'Connell Dr, Corner Brook, NL A2H 5M8, Canada

496 Topsail Rd, St. John's, NL A1E 2C2, Canada

Consulter l’offre et postuler

Offre originale et candidature

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Qui nous sommes

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