

Position/Title: North American Sales Representative



Department: Sales and Marketing

Number of Positions: 1

Start Date: Immediately

Scisense Inc. is a privately held Canadian company based in London, Ontario. We specialize in the design and manufacturing of micro-sensing devices used for comprehensive assessment of physiological parameters. Our products are found in both educational facilities and pharmaceutical laboratories world wide. Specifically, our pressure and pressure-volume sensing catheters are rapidly becoming a gold standard for quantifying indices of cardiac function. As a result, Scisense Inc. has been undergoing a continuous and rapid expansion and we are seeking qualified people to join our sales team.

Job Description:

As a part of our sales team, you and your sales skills are critical to the growth of Scisense Inc. and our customer base. You will be actively involved in 4 key business objectives:

1. Seeking and identifying areas for new and expanded customer growth
2. Selling Scisense products
3. Proactively plan and execute outbound call presentations over the telephone
4. Schedule appropriate prospect follow up, including: supply product information, plan meetings, arrange on-site meetings and demonstrations

These objectives will be accomplished through targeted prospecting and closing skills. Successful team members are self-starters and independent workers who are strategic in their time management and account management capabilities.

Essential Qualifications:

- Minimum two years proven sales experience
- Excellent verbal, written, and computer skills: MS Word, Excel, PowerPoint
- Ability to plan and organize effectively
- Willingness to multi-task and be an independent worker
- Be proactive and innovative
- Aggressive, competitive and committed
- Passion for customer service
- Consistently driven to meet and exceed sales targets
- Highly motivated with a desire to be successful

Preferred Qualifications:

- ❑ Experience or the possession of a degree, in the medical sciences or biomedical engineering with a strong background in math and physics or relevant experience.
- ❑ Familiar with biomedical instrumentation, cardiovascular anatomy and physiology, and cardiac research practices
- ❑ Experience in laboratory setting
- ❑ Experience in telesales and/or direct sales experience over the phone

By applying your knowledge, problem-solving skills and willingness to assume responsibility, you will become a valuable member of the Scisense team.

Send your resume to the attention of Human Resources by email to: HR@scisense.com or by fax to: 519-680-7677. Further information on Scisense Inc. can be found on our website at www.scisense.com