



Business to Business Sales

Key Points: Minimum 2 yrs sales experience in a corporate environment

Rehabilitation and Fitness Products

National Customers

Award Salary and incentives

Internal sales role

Permanent Position: 34.5hrs per week 9AM to 4.30PM (except Fri 4.00PM)

Location: AOK Health Pty Ltd , 52 The Avenue, Wickham, Newcastle, NSW

About AOK: AOK Health was established in 1996 and is recognized throughout the world as a leader in the development and distribution of functional exercise equipment clinical, commercial and home use.

We have a number of business awards over this time by exceeding customer expectations at every opportunity.

We are wanting to grow the business further and need a high quality sales person to help achieve that goal.

Can you demonstrate the following skills from your work experience:

- Surpass sales targets and other KPIs
- Implement sales strategies and plans
- Proactively generate new sales opportunities
- Maintain accurate customer service and marketing records (phone & email)
- Attention to detail with CRM systems such as Goldmine or Salesforce
- Proactively resolve customer service issues
- Understanding of physiotherapy or fitness products and distribution
- Ability to work autonomously or as part of a team

- Function in a team environment.
- Good organizational and time management skills
- Learn and apply product information to assist customers
- Communicate clearly and concisely—both verbally and in writing
- Exhibit an honest, co-operative and friendly attitude with colleagues and customers
- Build and maintain relationships with health professionals and business customers.
- Embody a fit and healthy lifestyle

How to Apply: Please provide a concise cover letter detailing how you meet the above criteria (quote Ref: Sales Pro Feb 2015) and a copy of your resume.

NOTE: Applications close 16th February 2015

