



Be 1<sup>st</sup> off  
the block



## Business to Business Sales

Key points: Minimum 2yrs sales experience in a corporate environment  
Allied health, rehabilitation & fitness products  
National and international customers  
Attractive salary and incentives  
Full time (38 hours), Monday to Friday  
Employee discounts on products for personal use

Location: Wickham, Newcastle, NSW, Australia

About AOK Health: Since 1996, we have been a world leader in the development, manufacture, education and distribution of functional exercise equipment.

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

### Can you demonstrate the following skills from your work experience:

1. Surpass sales targets and other KPIs
2. Implement sales strategies and plans
3. Proactively generate new sales opportunities
4. Maintain accurate customer service and telemarketing records (phone and email)
5. Attention to detail while working with CRM systems such as Goldmine or Salesforce
6. Proactively resolve customer service issues
7. Understanding of allied health, physiotherapy and/or fitness products and distribution

**Can you demonstrate the following personal values and work attributes:**

1. Function in a team environment where you work towards common goals
2. Demonstrate organisational and time management skills
3. Learn and apply detailed product information to satisfy customer needs
4. Exhibit an honest, co-operative and friendly attitude with colleagues and customers
5. Build and maintain relationships with health professionals and business customers
6. Communicate clearly and concisely – both verbally and in writing
7. Embody a fit and healthy lifestyle

**OH&S** You must be able to lift and carry equipment with a demonstrated understanding of OH&S as you may be required to move and demonstrate products to customers, or assist in the preparation of customer orders.

**How to apply:** Please provide a concise cover letter detailing how you meet the above criteria (quoting ref: Sales Pro Jan 2013) and a copy of your resume.

Email your cover letter and resume to **[michele.oshan@aokhealth.com](mailto:michele.oshan@aokhealth.com)**

**NOTE:** We are looking to fill this position as soon as possible, so please apply before the 31st January, 2013.

**EEO Statement:** AOK Health Pty Ltd is an Equal Opportunity Employer. AOK Health does not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law.