



KB MEDICAL GROUP INC
Specialist in Safety Medical Products and
Nutrition Care

Date: 8/14/2022

Medical Disposable Products Sales Representative

Job Description

KB Medical is the premier manufacturer with more than 30 years' experience in safety medical disposable products and nutrition therapy care products. We are looking for some passionate and experienced sales representatives to join our sales team.

This position will work with our distributors, outside sales, customers, and overseas departments and factories.

The candidate will be a self-starter, quick learner, team-player, motivated, and positive person and eager to learn about the medical device industry.

We value flexibility, problem solving skills, reliability, confidentiality, organizational skills, and workload prioritization.

Normal working hours are from Monday to Friday from 9:00 am to 4:00 PM. Along with a 25\$/hr starting rate for this position and the quota-based sales incentive plan and company shared health insurance benefits.

Benefit Conditions:

- Only full-time employees eligible

COVID-19 Precaution(s):

- Mask wear required, sanitizing, disinfecting, or cleaning procedures in place

The details of job duty including but not limited as the following:

- Cold calling, replying online inquire for/from new clients, generate leads and or accounts daily

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- Follow up on your pipeline utilizing outbound dialing, text and Email
- Communication and following up with outside rep, distributors, or customer direct
- Manage your leads/calendar/time efficiently to ensure that all monthly goals are met
- Prepare and manage customer profiles
- Keeping detailed information of your contacts
- Prepare weekly works schedule and weekly review
- Work inside the office most of the time
- Travel and customer visit required
- Cooperate with overseas departments in case of any support needed.
- Prepare and achieve agreed upon sales targets
- Participate in exhibitions or shows
- Arrange and host meetings with customers, distributors, association partners
- Establish, manage sales channel, distributor network
- Establish IDN and GPO channels and network
- Analyzes the territory/market's potential, track sales and status reports
- Develops and maintains contacts within industry to provide information and remain abreast of competitors' activities.
- Performs other related duties and projects as business needs required by management.

Qualifications (Knowledge, Skills, and Abilities)

- Medical device sales experience proven track record required,
- Medical disposable or ENFit product experience is a plus
- IDN and GPO experience are a plus
- Basic computer skills are a must with a minimum knowledge of Microsoft Word, PowerPoint, and Excel. Bachelor's degree is a plus's
Excellent verbal and written communication skills
- Highly self-motivated and problem solver
- Effectively prioritize and delegate multiple tasks
- Business acumen and results orientation
- High level of attention to detail



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