Career Opportunities

Med Exchange International, Inc. provides quality previously owned diagnostic imaging equipment with the dedication to trustworthy and ethical business practices. Med Exchange prides itself on it's commitment to project management, timelines, and problem solving that is crucial to the de-installation and installation of imaging equipment for it's hospitals, MRI centers, partners, and vendors. Lastly, we provide a rewarding work environment and fair compensation to our employees based on hard work.

Current Opportunities

- Sales Manager (West Coast)
- Sales Manager (Mid West)

Med Exchange has a very exciting opportunity for a Regional Sales Manager who will drive a dynamic team leveraging existing accounts and harvesting new business. We are looking for a polished and aggressive leader to assist in the dramatic growth of Med Exchange as a member of our Sales Leadership Team. This is a newly created position based on revenue growth and will report to the VP of Sales.

As a hands-on Sales Manager you will develop competitive market strategies designed to uncover and create new opportunities and also leverage existing client relationships. You will be responsible for closing business. You will be expected to manage the business development of the territory, utilizing Med Exchange's proven methodologies and tools such as ACT. We are looking for an exemplary individual that possesses strong business acumen along with a passionate desire to succeed.

Have you been successful cultivating long-term relationships with Hospital and MRI Center Directors? If so we would like to talk with you.

Our ideal candidate must be extremely motivated and creative with successful experience in solution selling and overcoming large competition. The successful candidate will be familiar with the imaging marketplace with an emphasis on the sales of imaging equipment to hospitals. Knowledge of accounts and key contacts in the west or mid west region is a plus .Experience working with select vendors in a joint-sales model is desired (though pure channel sales would not be relevant). Ability and proven performance to close, excellent presentation, writing, and interpersonal skills required.

Our sales organization has all the tools necessary to be successful including a long list of referencable customers. We have a very strong sales support organization, from pre-sales to post sales delivery. Med Exchange has invested heavily in its marketing programs including lead generation activities, marketing and sales support. We have identified a successful sales methodology and look for people that work well utilizing a proven, structured approach.

Qualifications

You should possess 3 plus years of experience selling medical equipment. A Bachelors Degree is required. Some regional travel required. Good company representation and ability to work in a remote environment with limited

supervision is a must.

Contact us to find out where to send your resume...