



## *Sales Manager*

### ***Job Summary:***

Novair USA Corp is looking for a technical sales representative for their OGSi (Oxygen Generating Systems International) division. We are in search of a sales professional to assist in our growth within the medical arena which includes, hospital, nursing home, emergency planning and disaster preparedness.

### ***Duties/Responsibilities:***

- Increase sales within assigned markets which include: Pre-hospital (Ambulatory, Fire Departments), Hospitals & Health facilities (Civilian, VA, Nursing Homes), Disaster Preparedness; meet sales targets
- Create territory and strategic plans to find distributors & reps; work with the distributors & reps to increase overall sales
- Call on and present to Engineers, Architects in the above markets
- Maximize sales of OGSi O2 products in the assigned markets & territories
- Drive to achieve bookings, opportunities and leads quotas
- Follow up all leads within a 24-hour period
- Proactively meet and exceed smart goals which include
  - Self-generated leads
  - Customer base management & calls
  - Service agreements
  - Tradeshow participation
  - Salesforce CRM completeness & accuracy
  - Continuous self-improvement and professional development goals
- Ability to travel for sales efforts & tradeshows required up to 20% (must be willing to fly)
- Teamwork is essential, technical knowledge sharing, collaborative spirit

### ***Work Hours, Salary & Benefits***

This role works from our head office in North Tonawanda, NY (8:30am to 5:00pm) and is an exempt position.

- Salary is commensurate with experience.
- Medical, dental, life and disability coverage.
- 401K plan
- Multiple other benefits.

### ***The successful candidate will have a good knowledge of sales and:***

- Be a motivated self-starter
- Have business to business sales experience of at least 2 years
- Be highly customer centric
- Great closing skills
- Territory management
- Prospecting skills
- Self-confidence



***Education, Experience, and Licensing Requirements::***

- At least two years prior sales experience is a must. Experience in the Industrial B2B field preferred.
- Engineering or technical background required. (Mechanical and/or electrical knowledge a plus)
- Prior experience with pre-hospital, fire department or ambulatory preferred.
- BA/BS University degree with a concentration in engineering, marketing, sales, or business administration preferred, 2 Year diploma acceptable dependent on experience.
- Proficiency in MS office is a must.
- Proficiency in SalesForce is a plus.
- Must have a current, active driver's license.

Please send your resume, cover letter, and any related materials to [danielle.sack@novair-usa.com](mailto:danielle.sack@novair-usa.com).

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