

Job Posting

Class: Permanent, Full Time
E07 – 002

Posting Date: June 6, 2008

POSITION: SALES EXECUTIVE (US MARKET)

We are currently searching for additional talent to join our fast-paced Homecare Sales Team. This individual should be highly motivated and comfortable with cold calling, as well as other lead generating techniques.

This is a unique opportunity to add significant value in an environment that consists of outstanding people in a challenging and dynamic company. Our professional staff includes registered nurses and certified project managers and certified trainers with extensive experience in the homecare industry.

Progres Health Systems helps to ensure that organizations have the quality of data that they need to comply with regulations, improve the quality of patient care, and manage resources effectively. Our clients include certified home health agencies, hospice, and private-duty agencies, many with multiple provider numbers and branches. Headquartered in Salt Lake City, Utah, Progres Health Systems (formerly 3M HHS/Procura HHS) is a member of the Procura family.

Duties & Responsibilities

The specific duties of the Sales Executive will be:

- Achieve annual sales plan by generating sales volume, and achieving account penetration within assigned territory
- Develop territory penetration strategies for key states and provide management with regular report of progress
- Develop and maintain consultative sales relationships with all key buying influences in each account, including a focus on selling at the CEO/CFO/Administrator level
- Develop and maintain complete product knowledge mastery through formal and informal training methods
- Preparation for and attendance at industry trade shows and conferences
- Position will work remotely and travel as required

Preferred Skills & Abilities

The ideal candidate must demonstrate the following capabilities:

- Post Secondary Education with 3-5 years of complex sales or marketing experience
- U.S.A. Home Health Care Knowledge/Experience highly recommended
- Demonstrated aptitude and success in developing and maintaining solid, value-based relationships
- Ability to effectively demonstrate the product to prospects and the current customer base

Job Posting

- Ability to gain a solid understanding of the homecare industry with ability to translate trends and data into action plans
- Strong interpersonal skills with evidence of teamwork and collaboration
- Exceptional written and verbal communication skills with internal staff and external customers
- Active listening skills
- Self-starter and independent thinker with an aptitude to work autonomously
- Legally employable in the US with the ability to travel with a valid passport

Response Information

Interested candidates should email their resumes to careers@progreshealthsystems.com in word or pdf format. Any hard copies should be addressed Attn: Human Resources, 623 Discovery Street, Victoria, BC Canada V8T 5G4.

Progres Health Systems offers a competitive compensation and benefits package.