



## Account Manager – Rehab/Technology Industry

Are you a professional sales person eager to make a difference in the healthcare and technology world? Do you have experience in selling medical devices? We are seeking a bright and resourceful **Account Manager** to develop the market for our Keeogo™ technology, the only Dermoskeleton™ device that individuals can use in the community and at home.

B-TEMIA Inc. is a young technology company that develops and manufactures cutting-edge products in the emerging market of human augmentation systems, with applications in the medical and commercial spaces. B-TEMIA owns a proprietary wearable Dermoskeleton™ technology that restores, maintains or enhances the mobility of users. The Company aims to become the global leader in the high growth market of human augmentation, by building a world-class team and by leveraging excellence-based and audacious innovation practices.

### **JOB DESCRIPTION**

Reporting to the VP of Sales and Marketing, you will be responsible for the development of the clinical market in Quebec for the Company's products, by prospecting acquiring new accounts and managing the existing accounts' base.

#### ***Main Responsibilities***

- Prospect / Open new rehabilitation clinic partners and monitor their activities to make sure they respect our sales process and drive sales
- Lead promotional activities with the clinics (open house, co-Mkt...)
- Pro-actively liaise with patient to close the sales for the home use application
- Prospect / open new rehabilitation institutions
- Find and have contact with foundation, insurance which can help financing the device
- Have contact and activities with association, insurance (MVA, WSIB) to drive more leads to the clinics
- Adjusts content of sales presentations as needed.
- Provide management with required activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Work with internal resources to resolves customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management.
- Attend and assist with planning local trade shows and conferences.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, participating in professional societies.
- Contribute to team effort and special projects.

## **PROFILE**

### **Training and Experience**

- BA in commerce or relevant field
- Over 3 years of sales experience in medical device or health technology
- Experience in the rehab field, an asset

### **Professional Skills and Knowledge**

- Excellent client relationships
- Strong prospecting, negotiation and closing skills
- Reporting and analysis abilities
- Excellent presentation skills
- Working knowledge of MS Office suite (Word, Excel and Powerpoint)

### **Personal Skills**

- Self-confident, achiever, focused on meeting goals
- Strong team player
- Good judgment and good instincts
- Adaptability, and capacity to work in a fast-pace environment

**Place of work:** Montreal (Territory: Quebec)

If this position appeals to you, please submit your resume at [career@b-temia.com](mailto:career@b-temia.com).

Please note that we will only contact candidates retained for an interview.

B-Temia inc. is an equal opportunity employer.